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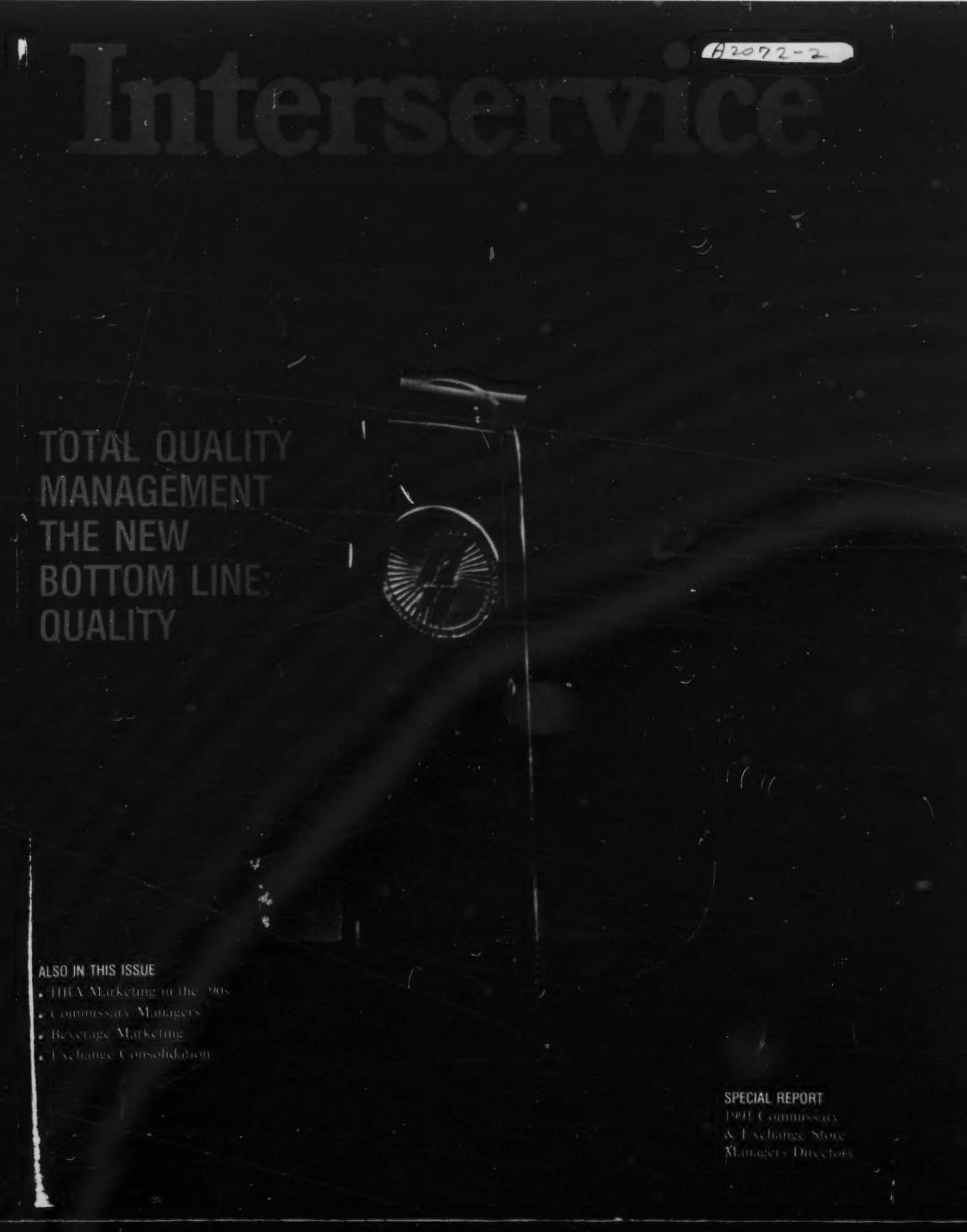

TOTAL QUALITY MANAGEMENT THE NEW BOTTOM LINE: QUALITY

ALSO IN THIS ISSUE

- TIBA Marketing in the '90s
- Commissary Managers
- Beverage Marketing
- Exchange Consolidation

SPECIAL REPORT

1991 Commissary & Exchange Store Managers Directories

Interservice

THE QUARTERLY JOURNAL FOR THE INTERNATIONAL AND MILITARY/GOVERNMENT MARKETING PROFESSION

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CORRECTIONS

ALA's 9th Annual Exchange Sales Report in the fall issue of *Interservice* magazine has an error regarding the Navy exchange sales totals for FY89. On pages 67 and 124 in the Navy Totals, "Concession Sales" were not included. When included, the percentage change from FY88 to FY89 shows a CONUS growth of 3.9 percent, an Overseas decline of 1.1 percent and a Worldwide growth of 2.4 percent. Please make note of the changes according to the following chart.

NAVY Totals

	Retail Sales	Services	Consessions	Total FY89	Total $ Sales FY88	Total Sales % Change 89 vs.88
CONUS	932,321,652	298,594,269	103,152,467	1,334,068,388	1,283,871,056	3.9
Overseas	409,299,836	103,131,529	39,669,775	552,101,140	557,976,799	-1.1
Worldwide	**$1,341,621,488**	**$401,725,798**	**$142,822,242**	**$1,886,169,528**	**$1,841,847,855**	**2.4%**

AAFES has a significant percent change due to incorrect FY88 figures

AAFES Total Sales (in millions $)

	FY89	FY88	%Change 89 vs. 88
CONUS	3,900	3,469	12.4
Overseas	2,877	2,725	5.5
Worldwide	**$6,777**	**$6,194**	**9.4%**

ALA 1991 MEETINGS CALENDAR

Western Conference

January 28-30, 1991
Omni San Diego Hotel
San Diego, California

Exchange Roundtable

March 4-6, 1991
Marriott Newark Airport Hotel
Newark, New Jersey

Commissary Roundtable

March 25-27, 1991
Westin Galleria Hotel
Dallas, Texas

Exchange Roundtable

April 15-17, 1991
Westin Galleria Hotel
Dallas, Texas

Eastern Conference

June 24-26, 1991
Omni Norfolk Hotel
Norfolk, Virginia

1991 ANNUAL CONVENTION

October 27-30, 1991
Omni Shoreham Hotel
Sheraton Washington Hotel
Washington, D.C.

For Information or Registration Forms for these meetings, contact:
Meetings Department
American Logistics Association
1133 15th Street, N.W., Suite 640
Washington, D.C. 20005
(202) 466-2520—Phone
(202) 296-4419—Fax

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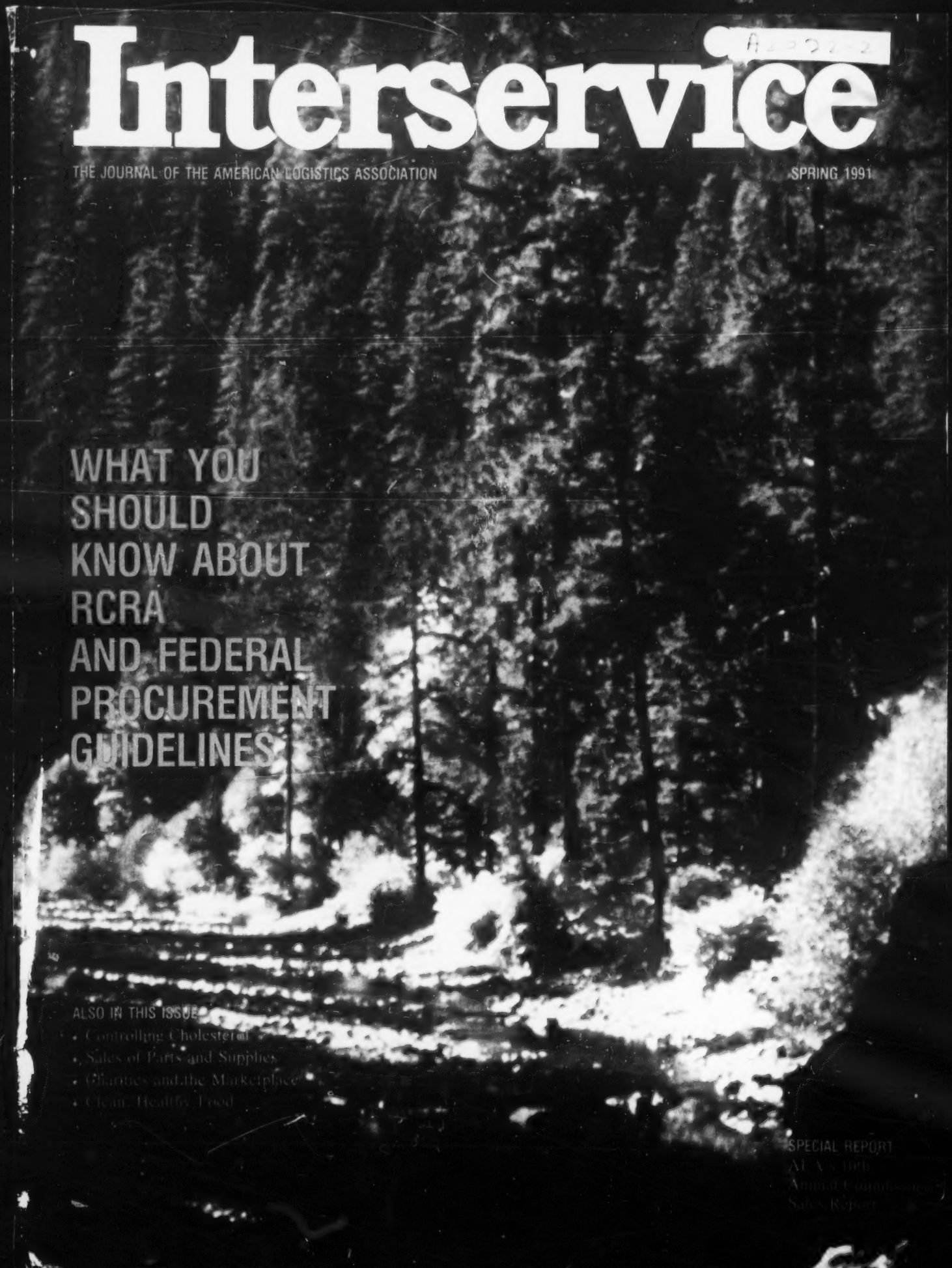
THE JOURNAL OF THE AMERICAN LOGISTICS ASSOCIATION

SPRING 1991



WHAT YOU SHOULD KNOW ABOUT RCRA AND FEDERAL PROCUREMENT GUIDELINES

ALSO IN THIS ISSUE

- Controlling Cholesterol
- Sales of Parts and Supplies
- Glitches and the Marketplace
- Clean, Healthy Food

SPECIAL REPORT

AFLMA 1991 Annual Conference Sales Report

Interservice

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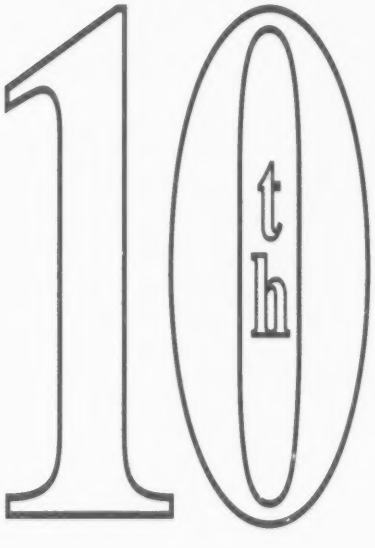
10th ANNUAL COMMISSARY SALES REPORT

FISCAL YEAR 1990

BY HERMAN MARSHALL



The American Logistics Association thanks the Air Force Commissary Service (AFCOMS), the U.S. Army Troop Support Agency (TSA), the Navy Resale and Services Support Office (NAVRESSO), the U.S. Marine Corps Commissary Service Branch, and Military Audits of Market Information, Inc. (MAMI) for their invaluable cooperation and assistance with providing the data necessary for this report. ALA extends its full cooperation to the Defense Commissary Agency and hopes for the continued success of the military commissary system.

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Commissary Store Census

This table provides a geographic breakdown of the number of military commissary stores in operation and reporting sales as of January 2, 1991.

	CONUS
Total DoD	247
Army (TSA)	74
Air Force (AFCOMS)	97
Navy	63
Marine Corps	13

	Overseas
Total DoD	171
Army (TSA)	99
Air Force (AFCOMS)	51
Navy	19
Marine Corps	2

	Worldwide
Total DoD	418
Army (TSA)	173
Air Force (AFCOMS)	148
Navy	82
Marine Corps	15

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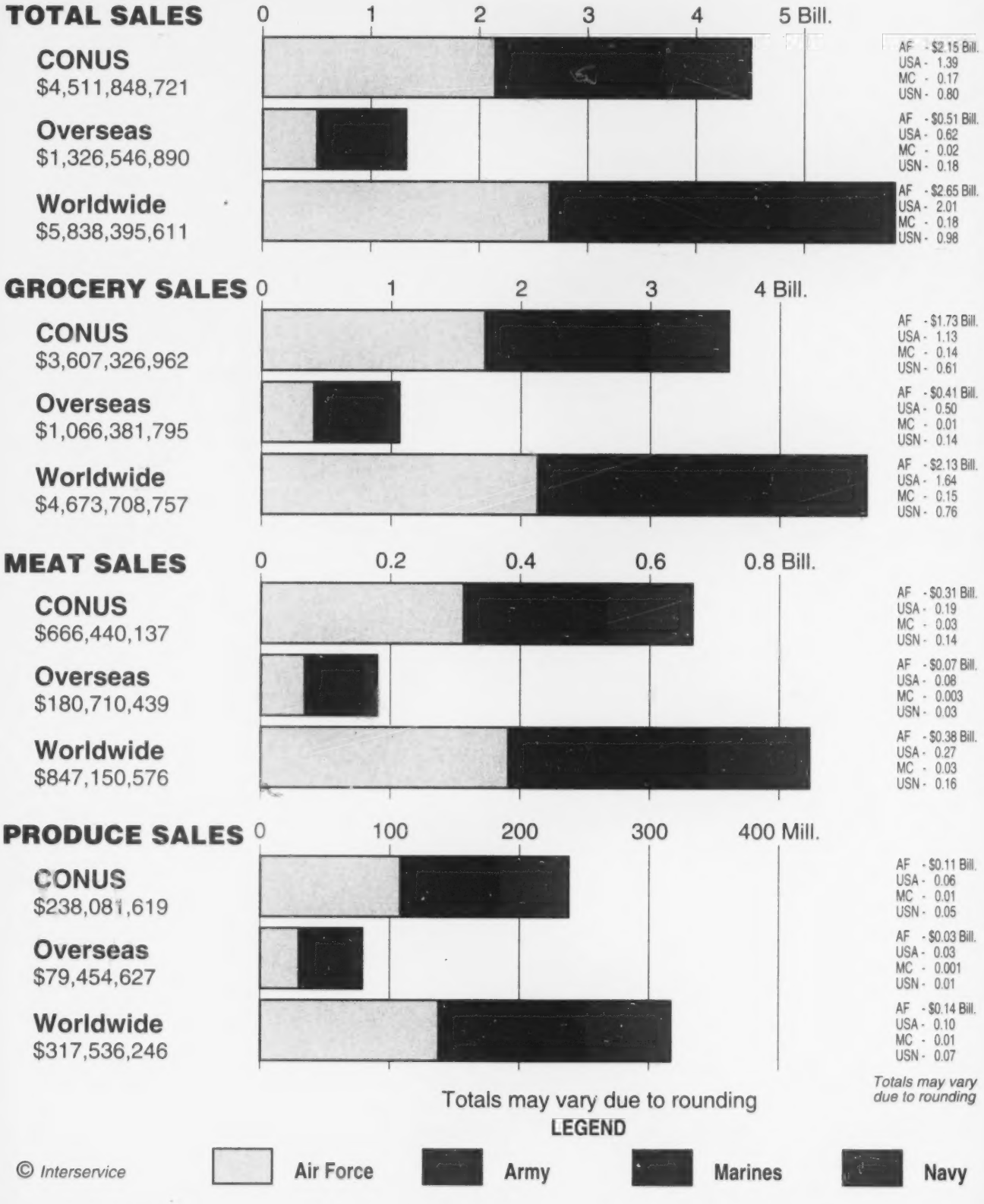
MARKET SHARE OF SERVICES, FY 1990



All-Service Commissary Coupon Redemptions
(FY 90)

CONUS	Number	% Share CONUS	% Share Worldwide	$ Value	% Share CONUS	% Share Worldwide
CONUS						
Air Force	129,660,083	49.0	45.1	77,001,973	51.7	47.5
Army	85,500,000	32.3	29.7	51,280,106	34.5	31.7
Navy	42,017,256	15.9	14.6	17,694,608	11.9	10.9
Marine Corps	7,575,390	2.9	2.6	2,833,093	1.9	1.7
CONUS Totals	**264,752,729**	**100.0%**	**92.0%**	**$148,809,780**	**100.0%**	**91.9%**
Overseas						
Air Force	11,248,026	49.2	3.9	6,328,393	48.2	3.9
Army	10,500,0004	5.9	3.7	6,328,096	48.2	3.9
Navy	856,706	3.7	0.3	363,441	2.8	0.2
Marine Corps	278,914	1.2	0.1	114,491	0.9	0.1
Overseas Totals	**22,883,646**	**100.0%**	**8.0%**	**$ 13,134,421**	**100.0%**	**8.1%**
Worldwide						
Air Force	140,908,109	-	48.4	83,330,366	-	50.6
Army	96,000,000	-	32.4	57,608,202	-	35.2
Navy	42,873,962	-	16.3	18,058,049	-	12.2
Marine Corps	7,854,304	-	2.9	2,947,584	-	2.0
Worldwide Totals	**287,636,375**	**-**	**100.0%**	**$161,944,201**	**-**	**100.0%**

All-Service Commissary Surcharge Expense Distribution
(FY 90)

Total surcharge sales dollars	**AFCOMS $89,641,445**	**TSA $102,508,055**	**Navy $49,407,294**	**Marine Corps $9,450,648**
% surcharge $ distributed to:				
Construction	17.1%	31.0%	26.1%	12.7%
Operating & office suplies	37.0	20.7	22.1	23.5
Utilities	16.7	10.6	16.4	16.3
Maintenance & services	21.4	25.0	14.8	19.7
Store Equipment	7.8	12.7	20.6	11.6
Total	**100.0%**	**100.0%**	**100.0%**	**83.8%**

TOTAL CONUS DOLLAR SALES TRENDS

Military Audits OF MARKET INFORMATION, INC

Military Audits of Market Information collects scanner data from 137 CONUS commissaries representing 80% of the total grocery sales. Sales data included in this report are statistically projected to represent total grocery sales for the 12-month period ending December 1990. Dollar sales trends do not necessarily match the unit sales trends for the same time period.

DRY GROCERY: FOOD	Total CONUS Dollar Sales Current 12 Mo. End Dec. 1990	Total CONUS Percent Change '89 *vs* '90	AFCOMS Percent Change '89 *vs* '90	TSA Percent Change '89 *vs* '90	NAVRESSO Percent Change '89 *vs* '90
Ready-to-Eat Cereals	$128,000,000	9.4%	9.7%	9.9%	9.6%
Canned Vegetables	51,444,000	0.8	1.3	0.9	0.4
Canned Soup	36,647,000	6.0	6.7	5.6	6.2
Baby Formula	29,904,000	16.0	11.1	31.0	18.9
Canned Tuna	24,439,000	-1.8	-2.4	-0.8	-1.9
Main Meals and Side Dishes	22,080,000	8.3	8.2	11.2	8.3
Dessert Mixes	21,778,000	8.9	10.0	8.8	8.7
Peanut Butter	21,053,000	1.3	1.8	0.8	1.7
Cooking and Salad Oil	20,508,000	4.0	4.3	3.3	4.5
Pickles/Relishes/Olives	19,716,000	3.5	2.9	6.6	3.3
Spices and Extracts	19,290,000	4.0	3.8	2.7	5.5
S/S Spaghetti Sauce	16,458,000	8.7	9.4	8.6	9.2
Dried Rice	16,049,000	14.6	8.9	39.1	9.5
Pasta	15,408,000	3.8	4.9	1.4	4.3
Hot Cereals	14,519,000	-1.4	-1.9	-0.7	-1.1
Baby Food	13,589,000	2.6	1.4	6.7	3.6
Jams/Jellies/Preserves/Marmalades	12,582,000	5.5	6.8	6.3	4.1
Mayonnaise	11,891,000	1.2	2.0	1.4	0.5
Baking Ingredients	11,658,000	3.7	3.5	3.5	4.6
Dry Sauce Mixes	9,518,000	9.1	9.1	9.5	9.7
Ketchup	9,357,000	3.8	2.8	6.5	4.7
Tomato Sauce/Tomato Paste	9,195,000	0.3	-0.5	-0.2	0.4
Oriental Noodles	8,561,000	7.7	7.7	4.6	11.8
Shelf Stable Microwaveable Lunches	8,035,000	34.8	31.2	45.2	34.0
S/S Single Serve Snack Cups	7,786,000	4.7	4.2	-0.9	9.4
Specialty and Mashed Potatoes	5,351,000	9.0	9.6	11.4	8.7
Flour	4,883,000	4.9	5.0	6.8	4.1
Canned Pineapple	4,751,000	-3.3	-3.1	-7.9	-0.9
Gourmet Spices	1,650,000	5.8	10.6	5.8	-1.9

FROZEN FOODS	Total CONUS Dollar Sales Current 12 Mo. End Dec. 1990	Total CONUS Percent Change '89 *vs* '90	AFCOMS Percent Change '89 *vs* '90	TSA Percent Change '89 *vs* '90	NAVRESSO Percent Change '89 *vs* '90
Frozen Entrees	$32,741,000	8.1%	8.1%	11.4%	7.7%
Frozen Regular Vegetables	29,520,000	-0.6	-0.9	-3.2	2.1
Frozen Diet Dinners and Entrees	27,746,000	18.1	16.5	22.5	21.4
Frozen Dinners	27,040,000	9.7	7.7	12.7	13.4
Frozen Fish/Shrimp/Seafood	26,365,000	-1.4	-1.3	-1.3	-1.3
Frozen Pizza	23,029,000	8.1	6.7	10.6	10.2
Frozen Novelties	15,726,000	6.9	9.6	3.9	6.7
Frozen Potatoes	13,706,000	12.7	14.3	12.6	13.1
Frozen Prepared Chicken	12,604,000	2.2	0.2	2.4	5.8
Frozen Raw Chicken	11,910,000	10.1	8.5	13.1	12.0
Frozen Fast Foods/Snacks	11,344,000	9.8	9.7	11.4	10.5
Frozen Desserts	8,967,000	1.2	0.6	7.6	-1.3
Frozen Waffles	6,071,000	20.4	18.4	24.0	25.3
Frozen Pies	5,299,000	10.6	10.5	15.6	8.9
Frozen Pot Pies	4,370,000	-0.3	0.7	-1.9	-0.8

REFRIGERATED PRODUCTS	Total CONUS Dollar Sales Current 12 Mo. End Dec. 1990	Total CONUS Percent Change '89 *vs* '90	AFCOMS Percent Change '89 *vs* '90	TSA Percent Change '89 *vs* '90	NAVRESSO Percent Change '89 *vs* '90
Processed Cheese	$56,743,000	16.2%	18.0%	17.4%	15.7%
Natural Cheese	52,471,000	15.1	17.3	15.1	15.1
Frankfurters	29,403,000	9.5	9.9	12.1	8.9
Margarines/Blends/Spreads	27,923,000	1.4	1.9	1.7	1.2
Bacon	23,745,000	16.4	19.1	19.3	13.6
Yogurt	13,826,000	-4.0	-5.1	-4.4	-2.4

BEVERAGE/ BEVERAGE RELATED	Total CONUS Dollar Sales Current 12 Mo. End Dec. 1990	Total CONUS Percent Change '89 vs '90	AFCOMS Percent Change '89 vs '90	TSA Percent Change '89 vs '90	NAVRESSO Percent Change '89 vs '90
Carbonated Beverages	$133,000,000	4.7%	3.8%	N/a	6.6%
Ground Coffee	53,448,000	-6.9	-7.4	-6.5	-6.8
Instant Coffee	19,298,000	-7.0	-6.1	-8.7	-7.3
Aseptic Packaged Drinks	16,476,000	12.1	12.7	7.8	15.5
Apple Juice/Cider	9,811,000	9.0	10.4	2.6	13.0
Coffee Non-dairy Creamer	7,040,000	12.7	13.7	12.8	12.8
Instant Tea	6,200,000	-2.9	-4.5	-2.6	-1.1
Milk Modifiers	4,425,000	-2.3	-1.6	-5.3	-1.6
Pineapple Juice and Blends	4,280,000	0.2	1.2	-3.9	1.7
Cocoa	3,694,000	-5.0	-6.3	-5.6	-3.2

DRY GROCERY: SNACK FOODS	Total CONUS Dollar Sales Current 12 Mo. End Dec. 1990	Total CONUS Percent Change '89 vs '90	AFCOMS Percent Change '89 vs '90	TSA Percent Change '89 vs '90	NAVRESSO Percent Change '89 vs '90
Cookies	$49,107,000	5.3%	6.6%	5.7%	4.1
Crackers	39,137,000	13.5	14.4	13.9	14.2
Potato Chips	26,382,000	7.2	6.9	7.2	8.7
Snack Nuts	18,203,000	1.1	-0.5	-1.0	5.8
Nutritional Snacks	17,640,000	10.6	10.4	8.6	15.2
Tortilla Chips	16,202,000	4.3	3.3	9.1	3.7
Snack Nuts (Jars/Cans)	16,093,000	2.0	2.1	-1.3	4.2
Unpopped Popcorn	14,375,000	2.3	1.5	4.8	2.6
Dried Fruit	9,902,000	0.3	0.5	-0.3	0.4
Miscellaneous Salty Snacks	7,322,000	5.6	2.2	2.7	15.3
Cheese Puffs	4,543,000	10.3	8.4	15.2	11.7
Meat Snacks	3,376,000	1.1	-1.4	-1.5	8.1
Snack Nuts (Cello)	2,109,000	-5.1	-16.9	0.2	22.6
Popped Popcorn	698,677 86	.1	77.0	115.0	91.0

CANDY & TOBACCO	Total CONUS Dollar Sales Current 12 Mo. End Dec. 1990	Total CONUS Percent Change '89 vs '90	AFCOMS Percent Change '89 vs '90	TSA Percent Change '89 vs '90	NAVRESSO Percent Change '89 vs '90
Cigarettes	$397,000,000	14.7%	16.3%	N/a	12.5%
Chocolate Candy	42,291,000	5.6	6.4	-0.7	8.7
Gum	8,710,000	7.2	6.8	5.5	10.2
Smokeless Tobacco	7,822,000	34.8	36.1	107.6	32.4
Hard Roll Candy/Breath Mints	3,780,000	13.1	7.2	13.9	25.7

HEALTH & BEAUTY AIDS	Total CONUS Dollar Sales Current 12 Mo. End Dec. 1990	Total CONUS Percent Change '89 vs '90	AFCOMS Percent Change '89 vs '90	TSA Percent Change '89 vs '90	NAVRESSO Percent Change '89 vs '90
Disposable Diapers	$60,294,000	-0.3%	-0.5%	-1.9%	1.3%
Hand/bath Soap	29,523,000	6.1	6.9	6.1	7.1
Total Analgesics	22,492,000	1.9	1.2	2.8	3.1
Internal Analgesics	20,557,000	1.6	0.6	2.7	3.4
Total Feminine Protection	19,248,000	5.6	6.0	4.5	6.5
Toothpaste	19,030,000	5.0	5.7	3.7	6.0
Deodorants	16,901,000	4.3	5.0	3.3	4.4
Baby Needs	13,887,000	4.7	5.6	3.3	5.5
External Feminine Protection	12,834,000	6.0	6.9	4.9	6.1
Mouthwash	12,595,000	4.2	4.9	3.2	4.2
Pre-moistened Towelettes	6,990,000	9.0	8.9	6.3	12.9
Internal Feminine Protection	6,414,000	4.8	4.3	3.5	7.3
Antacids	6,218,000	8.5	8.5	4.7	12.1
Toothbrushes	5,100,000	12.7	12.4	13.9	14.0
Eyecare/Eyedrops	4,345,000	11.3	10.6	11.2	13.1
Allergy Relief	2,542,000	13.7	9.1	26.0	19.3
Children's Vitamins	2,196,000	3.9	4.2	-0.7	7.6
First Aid	2,010,000	7.8	6.9	8.0	10.2
Calcium Supplements	759,676	1.8	5.0	-10.4	-2.3

HOUSEHOLD SUPPLIES	Total CONUS Dollar Sales Current 12 Mo. End Dec. 1990	Total CONUS Percent Change '89 vs '90	AFCOMS Percent Change '89 vs '90	TSA Percent Change '89 vs '90	NAVRESSO Percent Change '89 vs '90
Heavy Duty Laundry Detergent	$81,324,000	7.9%	8.3%	9.8%	8.0%
Toilet Tissue	54,563,000	10.3	11.3	13.2	8.4
Refuse Bags	19,144,000	-10.1	-9.8	-10.4	-10.8
Household Cleaners	18,293,000	11.0	11.4	14.9	9.9
Paper/Plastic Plates/Cups	15,057,000	1.4	1.5	2.3	2.1
Dishwashing Liquid	14,652,000	1.1	0.6	1.5	1.8
Plastic Food Bags and Wrap	14,456,000	-0.7	0.7	-3.1	-0.7
Automatic Dish Detergent	14,068,000	5.9	9.5	2.5	3.3
All Fabric Bleach/Pre-soaks	10,543,000	0.7	1.1	0.9	0.2
Air Fresheners	8,957,000	13.6	15.5	14.8	11.5
Bathroom Cleaners	3,770,000	5.5	3.1	11.9	7.1
Rug and Room Deodorizers	2,969,000	28.6	27.0	36.9	31.2
Automatic Dishwasher Additives	1,298,000	12.3	17.0	8.6	8.8

PET FOODS	Total CONUS Dollar Sales Current 12 Mo. End Dec. 1990	Total CONUS Percent Change '89 vs '90	AFCOMS Percent Change '89 vs '90	TSA Percent Change '89 vs '90	NAVRESSO Percent Change '89 vs '90
Dog Food, Dry	$30,381,000	3.2%	1.2%	23.1%	0.1%
Dog Food, Wet	18,113,000	5.0	6.2	5.6	3.3
Cat Food, Wet	17,685,000	5.4	5.2	6.7	5.5
Dog/Cat Snacks	12,038,000	6.9	7.6	7.1	6.4
Cat Food, Dry	11,814,000	4.3	4.0	7.4	3.8

All-Service Commissary Sales by Geographic Locations
(FY 90)

Country	$ Sales DoD Total	% of DoD	Air Force	Army	Navy	USMC
Australia	777,628	0.08			777,628	
Azores	6,339,320	0.63	6,339,320			
Belgium	8,326,046	0.82		8,326,046		
Bermuda	4,718,194	0.47			4,718,194	
Canada	940,043	0.09			940,043	
Cuba	7,051,197	0.70			7,051,197	
Egypt	1,974,447	0.20		1,974,447		
Germany	524,598,836	51.88	123,137,711	401,461,125		
Greece	7,755,856	0.77	7,755,856			
Iceland	4,893,763	0.48			4,893,763	
Italy	42,737,641	4.23	13,336,962	11,610,605	17,790,074	
Japan	118,407,114	11.71	86,793,604	8,763,587	19,372,198	3,477,725
Korea	81,158,330	8.03	23,602,626	56,888,736	666,968	
Netherlands	11,137,756	1.10	4,980,504	6,157,252		
Norway	1,373,345	0.14	1,373,345			
Panama	25,764,613	2.55		25,764,613		
Philippines	45,159,050	4.47	30,248,386		14,910,664	
Saudi Arabia	4,298,181	0.43		4,298,181		
Spain	23,832,214	2.36	14,984,427		8,847,787	
Turkey	12,409,647	1.23	12,409,647			
United Kingdom	77,612,399	7.67	68,643,536		8,968,863	
Totals	**$1,011,265,620**	**100.00%**	**$393,605,924**	**$525,244,592**	**$88,937,379**	**$3,477,725**

All-Service Commissary Sales by Geographic Locations
(FY 90)

State	DoD Total	% of DoD	Air Force	Army	Navy	USMC
Alabama	112,588,389	2.33	39,064,618	73,523,771		
Alaska	74,472,867	1.54	39,598,839	29,679,212	5,194,816	
Arizona	118,666,913	2.46	89,565,502	21,894,550		7,206,861
Arkansas	42,244,557	0.88	42,244,557			
California	735,308,652	15.23	295,677,370	77,139,619	290,710,023	71,781,640
Colorado	134,005,408	2.78	96,898,883	37,106,525		
Connecticut	25,206,041	0.52			25,206,041	
Delaware	21,802,794	0.45	21,802,794			
District of Columbia	53,121,503	1.10	25,655,243	27,466,260		
Florida	340,171,996	7.05	225,291,504		114,880,492	
Georgia	186,107,956	3.86	33,651,616	137,589,772	8,861,846	6,004,722
Guam	37,748,125	0.78	19,308,584		18,439,541	
Hawaii	165,452,716	3.43	54,837,821	40,602,114	56,214,036	13,798,745
Idaho	12,322,255	0.26	12,322,255			
Illinois	104,998,336	2.18	55,489,629	33,761,269	15,747,438	
Indiana	31,181,771	0.65	10,694,186	19,807,050	680,535	
Iowa						
Kansas	68,820,494	1.43	18,889,397	49,931,097		
Kentucky	85,893,123	1.78		85,893,123		
Louisiana	84,642,171	1.75	50,488,328	23,999,673	10,154,170	
Maine	27,905,812	0.58	15,713,558		12,192,254	
Maryland	142,116,558	2.94	43,599,213	81,041,386	17,475,959	
Massachesetts	40,821,771	0.85	21,932,301	18,889,470		
Michigan	35,315,756	0.73	19,839,286	15,476,470		
Minnesota						
Mississippi	57,167,904	1.18	47,507,311		9,660,593	
Missouri	35,687,332	0.74	11,066,212	24,621,120		
Montana	14,835,559	0.31	14,835,559			
Nebraska	38,209,126	0.79	38,209,126			
Nevada	50,538,843	1.05	47,826,219		2,712,624	
New Hampshire	21,841,519	0.45	21,841,519			
New Jersey	82,974,446	1.72	57,446,161	22,663,269	2,865,016	
New Mexico	70,148,354	1.45	65,827,577	4,320,777		
New York	99,087,170	2.05	31,523,491	51,767,102	15,796,577	
North Carolina	131,148,619	2.72	17,987,366	60,929,730		52,231,523
North Dakota	23,098,480	0.48	23,098,480			
Ohio	49,905,013	1.03	49,905,013			
Oklahoma	98,113,738	2.03	62,778,557	35,335,181		
Oregon						
Pennsylvania	42,722,943	0.89		32,742,657	9,980,286	
Puerto Rico	37,607,565	0.78		27,221,500	10,386,065	
Rhode Island	14,756,038	0.31			14,756,038	
South Carolina	128,345,548	2.66	60,344,767	32,836,688	26,204,221	8,959,872
South Dakota	16,781,678	0.35	16,781,678			
Tennessee	25,204,359	0.52	4,796,211		20,408,148	
Texas	448,525,798	9.29	272,673,604	163,741,179	12,111,015	
Utah	29,217,270	0.61	27,236,397	1,980,873		
Vermont						
Virginia	405,460,201	8.40	49,454,873	196,104,022	132,877,648	27,023,658
Washington	211,393,486	4.38	93,188,646	56,990,043	61,214,797	
West Virginia						
Wisconsin						
Wyoming	13,443,035	0.28	13,443,035			
Totals	**$4,827,129,988**	**100.00%**	**$2,260,337,286**	**$1,485,055,502**	**$894,730,179**	**$187,007,021**

Air Force Commissary Sales

(FY90)

Air Force Commissary Coupon Redemptions

Region	Number	% Share CONUS	% Share Worldwide	$ Value	% Share CONUS	% Share Worldwide
CONUS						
Central	29,665,910	22.9%	21.2%	$17,384,165	22.6%	20.9%
Northeast	25,836,894	19.9	18.1	15,357,853	19.9	18.4
Northwest*	17,790,238	13.7	12.6	10,180,557	13.2	12.2
Southern	30,023,874	23.2	21.4	19,203,115	24.9	23.0
Southwest	26,343,167	20.3	18.8	14,876,283	19.4	17.9
CONUS Totals	**129,660,083**	**100.0%**	**92.1%**	**$77,001,973**	**100.0%**	**92.4%**
Overseas						
Andersen AFB, Guam	306,929	2.7%	0.2%	$152,309	2.4%	0.2%
Ankara, Turkey	28,941	0.3	n	20,089	0.3	n
Aviano AE, Italy	98,852	0.9	n	55,144	0.9	0.1
Clark AB, PI	960,232	8.5	0.7	543,546	8.6	0.7
Germany Complex	3,052,442	27.2	2.2	1,473,547	23.3	1.8
Greece Complex	111,213	1.0	n	71,051	1.1	0.1
Hickam AFB, HI	1,880,125	16.8	1.3	1,267,425	20.0	1.5
Incirlik, Turkey	94,631	0.8	0.1	36,978	0.6	n
Izmir, Turkey	37,255	0.3	n	22,067	0.3	n
Lajes Field, Azores	156,590	1.4	0.1	70,153	1.1	0.1
Misawa AB, Japan	400,075	3.6	0.3	182,883	2.9	0.2
Okinawa Complex	1,076,267	9.6	0.8	559,884	8.8	0.7
Osan & Kunsan, Korea	462,829	4.1	0.3	535,458	8.5	0.6
San Vito & Comiso, Italy	118,080	1.0	0.1	54,632	0.9	0.1
Soesterberg, NL	128,277	1.1	0.1	49,029	0.8	0.1
Spain Complex	295,576	2.6	0.2	242,733	3.8	0.3
UK Complex	1,613,695	14.3	1.2	778,162	12.3	0.9
Yokota AB, Japan	426,017	3.8	0.3	213,303	3.4	0.3
Overseas Totals	**11,248,026**	**100.0%**	**7.9%**	**$6,328,393**	**100.0%**	**7.7%**
Worldwide Totals	**140,908,109**	**100.0%**		**$83,330,366**		**100.0%**

Note: Details may not add to totals due to rounding. n = Not significant; less than one-tenth of one percent.
*Includes Alaska stores.

Air Force Commissary Sales

(FY90)

CONUS

Central Region/AFCOMS

Store	Store Class	Sales	% of Store Total			Total Sales % Change vs. FY89	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
Altus AFB, OK	5	10,910,012	85	10	5	3.6	19,880	46	0.24
Belle Fourche AFS, SD	1	332,651	100	0	0	42.1	2,015	14	0.01
Bergstrom AFB, TX	8	39,530,938	84	10	6	7.5	35,327	93	0.88
Brooks AFB, TX	4	8,248,993	85	10	5	5.5	16,216	42	0.18
Carswell AFB, TX	8	58,360,946	85	10	5	9.4	48,682	100	1.29
Dickinson AFS, AFS, ND	1	287,851	100	0	0	15.4	2,015	12	0.01
Dyess AFB, TX	6	17,570,636	85	10	5	2.2	22,362	65	0.39
Ellsworth AFB, SD	6	16,449,027	84	11	5	4.6	17,596	78	0.36
Forsythe AFS, MT	1	234,688	100	0	0	8.6	2,015	10	0.01
Goodfellow AFB, TX	4	11,248,069	85	10	5	6.6	17,322	54	0.25
Grand Forks AFB, ND	5	12,363,906	84	12	4	10.0	16,422	63	0.27
Kelly AFB, TX	4	8,180,090	86	10	4	3.3	19,176	36	0.18
Lackland AFB, TX	8	49,619,207	84	11	5	6.1	39,954	103	1.10
Laughlin AFB, TX	3	5,273,385	86	9	5	-2.2	17,800	25	0.12
McConnell AFB, KS	6	18,889,397	85	10	5	4.5	15,935	99	0.42
Minot AFB, ND	5	10,446,723	83	12	5	6.8	15,329	57	0.23
Offutt AFB, NE	8	38,209,126	82	13	5	8.3	32,214	99	0.85
Randolph AFB, TX	8	46,926,849	84	10	6	5.1	32,414	121	1.04
Reese AFB, TX	4	7,466,316	85	10	5	0.3	18,700	33	0.17
Sheppard AFB, TX	7	20,248,175	84	10	6	4.9	27,383	62	0.45
Tinker AFB, OK	8	46,410,373	86	9	5	9.3	46,477	83	1.03
Vance AFB, OK	3	5,458,172	84	11	5	6.1	12,383	37	0.12
Whiteman AFB, MO	5	11,066,212	84	12	4	3.1	18,313	50	0.25
Region Totals		**$443,731,742**	**85%**	**10%**	**5%**	**6.4%**	**495,930**	**$ 75**	**9.59%**

SPECIAL NOTE

AFCOMS has realigned their regions, therefore data not compatible with previous year's data. California region no longer exists as a separate region — it has been realigned — part going into the Northwest Region and the remainder into the Southwest Region.

The Mediterranean Region consists of the Azores, Greece, Italy, Spain and Turkey.

The Pacific Region consists of Guam, Hawaii, Japan, Korea and Okinawa.

The United Kingdom has added Norway to its region.

/a not open full year, FY89
/b closed during FY90
/c opened during FY90
/d less than .01%

Store classes for Air Force commissaries are based upon total average monthly sales, as follows:
Class 1 Up to $100,000
Class 2 $100,001–$300,000
Class 3 $300,001–$500,000
Class 4 $500,001– $750,000
Class 5 $750,001–$1,000,000
Class 6 $1,000,001–$1,500,000
Class 7 $1,500,001–$2,000,000
Class 8 Over $2,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY90 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data. Details may not add to 100 percent due to rounding.

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Air Force Commissary Sales

CONUS

(FY90)

Northeast Region/AFCOMS

Store	Store Class	Total $ Sales	% of Store Total			Total Sales % Change vs. FY89	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
Andrews AFB, MD	8	43,599,213	77	17	6	9.6	40,810	89	0.97
Bangor AFB, ME	2	5,474,201	85	12	3	23.6	7,850	58	0.12
Bolling AFB, DC	7	25,655,243	76	18	6	12.9	29,716	72	0.57
Chanute AFB, IL	6	15,084,206	80	15	5	3.4	26,840	47	0.33
Dover AFB, DE	7	21,802,794	81	16	3	4.9	24,184	75	0.48
Griffiss AFB, NY	6	18,746,469	81	14	5	8.1	16,231	96	0.42
Grissom AFB, IN	5	10,694,186	81	15	4	3.8	17,021	52	0.24
Hanscom AFB, MA	7	21,932,301	80	15	5	9.6	29,728	61	0.49
K.I. Sawyer AFB, MI	4	9,551,199	79	16	5	2.4	17,428	46	0.21
Langley AFB, VA	8	49,454,873	79	16	5	9.1	37,448	110	0.10
Loring AFB, ME	5	10,239,357	81	14	5	6.0	19,052	45	0.23
McGuire AFB, NJ	8	57,446,161	78	17	5	4.9	40,837	117	1.27
Pease AFB, NH	7	21,841,519	81	15	4	0.9	28,210	65	0.48
Plattsburgh AFB, NY	5	12,777,022	81	15	4	-2.0	12,906	83	0.28
Scott AFB, IL	8	40,405,423	79	15	6	13.0	33,691	100	0.90
Seymour-Johnson AFB, NC	6	17,987,366	79	17	4	8.1	17,035	88	0.40
Wright-Patterson AFB, OH	8	49,905,013	79	16	5	5.0	38,100	109	1.11
Wurtsmith AFB, MI	4	10,288,087	81	15	4	6.8	21,380	40	0.23
Region Totals		**$442,884,633**	**79%**	**16%**	**5%**	**7.2%**	**458,467**	**$81**	**7.19%**

/a not open full year, FY89
/b closed during FY90
/c opened during FY90
/d less than .01%

Store classes for Air Force commissaries are based upon total average monthly sales, as follows:
Class 1 Up to $100,000
Class 2 $100,001–$300,000
Class 3 $300,001–$500,000
Class 4 $500,001– $750,000
Class 5 $750,001–$1,000,000
Class 6 $1,000,001–$1,500,000
Class 7 $1,500,001–$2,000,000
Class 8 Over $2,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY90 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data. Details may not add to 100 percent due to rounding.

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Air Force Commissary Sales

CONUS

(FY90)

Northwest Region/AFCOMS

Store	Store Class	Total $ Sales	% of Store Total			Total Sales % Change vs. FY89	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
Beale AFB, CA	6	17,104,987	80	17	3	6.8	15,392	93	0.38
Castle AFB, CA	7	23,281,622	81	15	4	8.7	19,980	97	0.52
Conrad, MT	1	134,865	100	0	0	30.9	2,015	6	0.00
Fairchild AFB, WA	7	28,292,285	81	14	5	7.9	30,262	78	0.63
Havre, MT	1	190,721	100	0	0	/d	2,015	8	0.00
Hill AFB, UT	7	27,236,397	81	14	5	7.7	26,159	87	0.60
Malmstrom AFB, MT	5	14,275,285	81	14	5	1.4	23,798	50	0.32
Mather AFB, CA	8	34,068,108	79	16	5	1.1	28,011	101	0.76
McChord AFB, WA	8	64,896,361	80	15	5	7.7	46,988	115	1.44
McClellan AFB, CA	8	39,650,433	79	16	5	9.9	34,953	95	0.88
Mountain Home AFB,ID	5	12,010,229	81	14	5	5.1	16,449	61	0.27
Powell AFS, WY	1	416,531	100	0	0	13.2	2,566	14	0.01
Travis AFB, CA	8	44,722,772	78	17	5	8.0	34,137	109	0.99
Wilder, ID	1	312,026	100	0	0	/a	2,100	12	0.01
Region Totals		**$306,592,622**	**80%**	**15%**	**5%**	**7.0%**	**284,825**	**$90**	**6.80%**

/a not open full year, FY89
/b closed during FY90
/c opened during FY90
/d less than .01%

Store classes for Air Force commissaries are based upon total average monthly sales, as follows:
Class 1 Up to $100,000
Class 2 $100,001–$300,000
Class 3 $300,001–$500,000
Class 4 $500,001– $750,000
Class 5 $750,001–$1,000,000
Class 6 $1,000,001–$1,500,000
Class 7 $1,500,001–$2,000,000
Class 8 Over $2,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY90 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data. Details may not add to 100 percent due to rounding.

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Air Force Commissary Sales

CONUS

(FY90)

Southern Region/AFCOMS

Store	Store Class	Total $ Sales	% of Store Total			Total Sales % Change vs. FY89	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
Arnold AFS, TN	3	4,796,211	85	12	3	8.7	8,040	50	0.11
Avon Park, FL	1	1,963,013	100	0	0	11.3	1,650	99	0.04
Barksdale AFB, LA	8	36,450,520	80	15	5	-0.3	31,707	96	0.81
Charleston AFB, SC	8	29,911,607	78	18	4	2.3	30,474	82	0.66
Columbus AFB, MS	4	10,251,128	80	16	4	9.7	20,828	41	0.23
Eaker AFB, AR	5	9,730,997	81	15	4	9.1	13,546	60	0.22
Eglin AFB, FL	8	40,386,118	79	16	6	7.3	23,086	146	0.90
England AFB, LA	6	14,037,808	78	17	5	5.2	14,609	80	0.31
Gunter AFB, AL	5	12,058,200	78	17	5	5.6	17,330	58	0.27
Homestead AFB, FL	8	31,782,056	78	17	5	4.8	27,600	96	0.70
Hurlburt Fld, FL	6	14,803,304	80	15	5	6.2	11,917	104	0.33
Keesler AFB, MS	8	37,256,183	80	16	4	6.1	31,976	97	0.83
Little Rock AFB, AR	8	32,513,560	79	16	5	8.3	30,102	90	0.72
MacDill AFB, FL	8	69,809,166	79	16	5	7.6	54,073	108	1.55
Maxwell AFB, AL	7	27,006,418	78	16	6	3.5	31,580	71	0.60
Moody AFB, GA	5	11,598,309	79	17	4	3.6	17,583	55	0.26
Myrtle AFB, SC	5	11,945,541	78	17	5	5.2	11,272	88	0.26
Patrick AFB, FL	8	42,513,605	78	16	6	6.7	30,921	115	0.94
Robins AFB, GA	7	22,053,307	80	15	5	6.5	27,382	67	0.49
Shaw AFB, SC	6	18,487,619	77	13	5	9.0	17,123	90	0.41
Tyndall AFB, FL	7	24,034,242	79	16	5	5.9	26,042	77	0.53
Region Totals		**$503,388,912**	**79%**	**16%**	**5%**	**5.8%**	**478,841**	**$88**	**10.52%**

/a not open full year, FY89
/b closed during FY90
/c opened during FY90
/d less than .01%

Store classes for Air Force commissaries are based upon total average monthly sales, as follows:
Class 1 Up to $100,000
Class 2 $100,001–$300,000
Class 3 $300,001–$500,000
Class 4 $500,001– $750,000
Class 5 $750,001–$1,000,000
Class 6 $1,000,001–$1,500,000
Class 7 $1,500,001–$2,000,000
Class 8 Over $2,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY90 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data. Details may not add to 100 percent due to rounding.

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Air Force Commissary Sales

CONUS

(FY90)

Southwest Region/AFCOMS

Store	Store Class	Total $ Sales	% of Store Total			Total Sales % Change vs. FY89	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
Cannon AFB, NM	4	10,656,773	80	15	5	13.1	17,913	50	0.24
Davis-Monthan AZ	8	35,229,695	80	15	5	9.7	26,189	112	0.78
Edwards AFB, CA	6	17,370,880	79	16	5	9.4	22,696	64	0.39
F.E. Warren AFB, WY	5	13,026,504	80	16	4	4.0	23,772	46	0.29
Fitzsimons AMC, CO	4	6,534,680	77	18	5	/c	10,944	50	0.14
George AFB, CA	6	17,128,445	78	17	5	-1.4	13,207	108	0.38
Gila Bend AFS, AZ	1	424,949	100	0	0	11.6	2,663	13	0.01
Holbrook AFS, AZ	1	234,688	100	0	0	-3.6	708	28	0.01
Holloman AFB, NM	6	15,071,000	79	16	5	4.9	24,668	51	0.33
Kirtland AFB, NM	8	40,099,804	79	15	6	7.9	43,793	76	0.89
LaJunta AFS, CO	1	447,736	100	0	0	/a	1,488	25	0.01
Los Angeles AFS, CA	5	14,486,078	81	14	5	11.8	23,270	52	0.32
Lowry AFB, CO	8	37,796,355	79	16	5	0.7	37,258	85	0.84
Luke AFB, AZ	8	33,319,381	80	15	5	5.5	23,700	117	0.74
March AFB, CA	8	33,046,055	79	16	5	8.0	24,232	114	0.73
Nellis AFB, NV	8	47,826,219	81	14	5	9.0	39,401	101	1.06
Norton AFB, CA	8	34,547,675	79	16	5	9.1	36,418	79	0.77
Peterson AFB, CO	8	34,873,953	78	16	6	3.4	31,890	91	0.77
USAF Academy, CO	6	17,246,159	76	17	7	5.8	16,767	86	0.38
Vandenberg AFB, CA	7	20,270,315	80	15	5	5.4	26,496	64	0.45
Williams AFB, AZ	7	20,356,789	81	15	4	-0.2	28,330	60	0.45
Region Totals		**$449,994,133**	**80%**	**15%**	**5%**	**7.8%**	**$475,803**	**$79**	**9.97%**

/a not open full year, FY89
/b closed during FY90
/c opened during FY90
/d less than .01%

Store classes for Air Force commissaries are based upon total average monthly sales, as follows:
Class 1 Up to $100,000
Class 2 $100,001–$300,000
Class 3 $300,001–$500,000
Class 4 $500,001– $750,000
Class 5 $750,001–$1,000,000
Class 6 $1,000,001–$1,500,000
Class 7 $1,500,001–$2,000,000
Class 8 Over $2,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY90 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data. Details may not add to 100 percent due to rounding.

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Alaska Stores/AFCOMS

Store	Store Class	Total $ Sales	% of Store Total			Total Sales % Change vs. FY89	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
Eielson AFB, AK	4	10,317,155	79	15	6	13.0	9,794	88	0.78
Elmendorf AFB, AK	8	29,281,684	77	17	6	5.1	28,641	85	2.21
Totals		**$39,598,839**	**77%**	**17%**	**6%**	**7.0%**	**38,435**	**$ 86**	**2.99%**

Central European Region/AFCOMS

Bitburg AB, GE	4	13,096,390	81	13	6	37.7	25,815	42	0.99
Hahn AB, GE	5	14,180,887	83	11	6	7.5	20,700	57	1.07
Hessisch-Olendorf, GE	2	1,400,841	95	0	5	3.1	3,173	37	0.1
Landstuhl Post, GE	1	678,104	100	0	0	/c	1,760	32	0.05
Pruem, GE	1	216,384	100	0	0	-43.8	1,546	12	0.01
Ramstein AB, GE	8	37,073,738	80	13	7	9.7	31,468	98	2.8
Rhein-Main AB, GE	6	19,427,691	80	13	7	6.4	19,448	83	1.46
Sembach AB, GE	4	7,959,608	81	12	7	10.7	8,308	80	0.6
Spangdahlem AB, GE	4	8,987,892	80	14	6	-4.	11,561	65	0.6
Trier, GE	1	191,832	100	0	0	-1.7	1,476	11	0.0
Vogelweh AB, GE	6	19,924,344	79	14	7	14.6	17,344	96	1.5
Soesterberg, NL	3	4,980,504	81	13	6	3.3	12,336	34	0.37
Totals		**$128,118,215**	**81%**	**13%**	**6%**	**10.9%**	**154,935**	**$ 69**	**10.06%**

Mediterranean Region/AFCOMS

Store	Store Class	Sales	% of Store Total			Total Sales % Change vs. FY89	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
Aviano AB, Italy	3	5,818,424	85	12	7	14.0	10,644	46	0.44
Ankara, Turkey	2	3,263,758	90	6	4	7.6	6,642	41	0.25
Athens, Greece	2	5,327,552	88	8	4	-5.9	8,395	53	0.4
Comiso AS, Italy	1	3,513,451	86	9	5	3.5	10,422	28	0.26
Decimomannu, Italy	1	418,291	100	0	0	19.8	1,700	21	0.03
Hellenikon, Greece	2	69,885	100	0	0	-70.3	8,199	1	0.01
Incirlik, Turkey	3	6,325,082	87	9	4	4.0	16,109	33	0.48
Iraklion, Greece	2	2,087,123	88	7	5	6.6	4,206	41	0.16
Izmir, Turkey	2	2,820,807	89	8	3	7.8	5,220	45	0.21
Lajes Fld, Azores	3	6,339,320	86	9	5	16.0	16,592	32	0.48
Nea Makri, Greece	1	271,296	100	0	0	/b	1,203	21	0.02
Royal Oaks, Spain	1	657,331	100	0	0	0.5	1,315	42	0.05
San Vito AS, Italy	2	3,586,796	85	9	6	-0.2	6,338	47	0.27
Torrejon AB, Spain	5	11,108,225	83	11	6	13.1	15,839	58	0.84
Zaragoza AB, Spain	2	3,218,871	84	11	5	9.8	6,250	43	0.24
Complex Totals		**54,826,212**	**86%**	**9%**	**5%**	**13.7%**	**119,074**	**$38**	**0.64%**

/a not open full year, FY89
/b closed during FY90
/c opened during FY90
/d less than .01%

Store classes for Air Force commissaries are based upon total average monthly sales, as follows:
Class 1 Up to $100,000
Class 2 $100,001–$300,000
Class 3 $300,001–$500,000
Class 4 $500,001– $750,000
Class 5 $750,001–$1,000,000
Class 6 $1,000,001–$1,500,000
Class 7 $1,500,001–$2,000,000
Class 8 Over $2,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY90 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data. Details may not add to 100 percent due to rounding.

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Pacific Region/AFCOMS

Store	Store Class	Total $ Sales	% of Store Total			Total Sales % Change vs. FY89	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
Andersen AFB, G	6	19,308,584	81	13	6	1.3	19,462	83	1.46
Clark AB, PI	8	30,248,386	79	15	6	/d	23,730	106	2.28
Hickham AFB, HI	8	54,837,821	77	17	6	12.7	26,460	173	4.13
Kunsan AB, Korea	2	2,750,546	100	0	0	-8.1	4,752	48	0.21
Misawa AB, Japan	6	13,208,470	80	13	7	-1.8	21,635	51	1.00
Osan AB, Korea	7	20,852,080	65	28	7	-9.8	21,250	82	1.57
Yokota AB, Japan	6	15,592,770	79	15	6	1.4	19,210	68	1.18
Okinawa Complex									
Camp Courtney	1	3,976,867	80	14	6	12.4	12,746	26	0.30
Camp Foster	6	18,972,300	80	14	6	-11.4	15,681	101	1.43
Camp Kinser	1	2,233,786	81	13	6	/c	6,202	30	0.17
Kadena	8	25,765,542	80	13	7	1.4	27,839	77	1.94
Kinser CDC	3	7,043,869	100	0	0	4.6	0	0	0.53
Totals		**$214,791,021**	**79%**	**15%**	**7%**	**12.5**	**198,967**	**$ 90**	**11.82%**

/a not open full year, FY89
/b closed during FY90
/c opened during FY90
/d less than .01%

Store classes for Air Force commissaries are based upon total average monthly sales, as follows:
Class 1 Up to $100,000
Class 2 $100,001–$300,000
Class 3 $300,001–$500,000
Class 4 $500,001– $750,000
Class 5 $750,001–$1,000,000
Class 6 $1,000,001–$1,500,000
Class 7 $1,500,001–$2,000,000
Class 8 Over $2,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY90 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data. Details may not add to 100 percent due to rounding.

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UnitedKingdom/AFCOMS

Store	Store Class	Total $ Sales	% of Store Total			Total Sales % Change vs. FY89	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
RAF Alconbury	4	8,762,064	82	12	6	0.5	22,257	33	0.66
RAF Bentwaters	4	10,401,026	81	12	7	7.9	12,979	67	0.78
RAF Burtonwood	1	263,010	100	0	0	0.5	1,410	16	0.02
RAF Chicksands	2	3,207,802	82	12	6	1.2	7,036	38	0.24
RAF Fairford	2	3,102,162	79	14	7	-7.1	8,310	31	0.23
RAF Greenham Common	3	4,831,316	80	13	7	-1.3	17,706	23	0.36
RAF Lakenheath	6	19,857,642	82	12	6	10.2	26,142	63	1.50
RAF Sculthorpe	1	257,202	100	0	0	-34.1	3,148	7	0.02
RAF Upper Heyford	5	12,933,453	83	12	5	4.9	12,624	85	0.97
RAF Wethersfield	1	1,017,796	81	13	6	/b	3,945	22	0.08
Menwith Hill	2	2,775,933	80	12	8	16.4	9,200	25	0.21
Mildenhall	1	1,234,130	100	0	0	-2.5	2,325	44	0.09
Oslo, Norway	1	1,373,345	84	11	5	6.8	4,032	28	0.10
Complex Totals		**$70,016,881**	**82%**	**12%**	**6%**	**4.7%**	**131,114**	**$45**	**5.17%**

Totals Air Force

CONUS	2,146,592,042	80	15	5	6.8	2,193,866	82	47.57
Overseas	507,351,168	80	14	6	5.5	642,545	66	38.24
Worldwide	**$2,653,943,210**	**80%**	**15%**	**5%**	**6.6%**	**2,836,391**	**$78**	**45.45%**

/a not open full year, FY89
/b closed during FY90
/c opened during FY90
/d less than .01%

Store classes for Air Force commissaries are based upon total average monthly sales, as follows:
Class 1 Up to $100,000
Class 2 $100,001–$300,000
Class 3 $300,001–$500,000
Class 4 $500,001– $750,000
Class 5 $750,001–$1,000,000
Class 6 $1,000,001–$1,500,000
Class 7 $1,500,001–$2,000,000
Class 8 Over $2,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY90 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data. Details may not add to 100 percent due to rounding.

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Army Commissary Sales

(FY90)

CONUS

Army Commissary Coupon Redemptions

Region	Number	% Share CONUS	% Share Worldwide	$ Value	% Share CONUS	% Share Worldwide
CONUS						
Midwest (MWCOR)	27,200,000	31.8	28.3	16,295,568	31.9	28.4
Northeast (NECOR)	18,800,000	22.0	19.6	11,270,589	22.1	19.7
Southeast (SECOR)	29,200,000	34.1	30.4	17,530,128	34.2	30.6
Western (WCOR)	10,300,000	12.1	13.6	7,872,035	11.8	10.6
CONUS Totals	**85,500,000**	**100.0%**	**91.0%**	**$952,968,320**	**100.0%**	**89.3%**
Overseas						
Europe (EURCOR)	7,700,000		8.0	4,639,882		8.0
Overseas Totals	2,800,000		1.0	1,688,214		2.7
Worldwide Totals	**96,000,000**		**100.0%**	**$57,608,202**		**100.0%**

Midwest Region/TSA

Store	Store Class	Total $ Sales	% of Store Total			Total Sales % Change vs. FY89	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
Ft. Ben Harrison, IN	6	19,807,050	82	13	5	3.8	14,145	117	0.42
Ft. Bliss, TX	8	57,872,773	81	15	4	3.6	31,093	155	1.24
Ft. Carson, CO	7	33,434,007	81	15	4	4.6	21,864	127	0.71
C. M. Price (GC), IL	5	15,504,142	81	15	4	5.9	20,912	62	0.32
Fitzsimons AMC, CO	4	3,672,518	82	14	1	-61.6	8,712	35	0.21
Ft. Hood, TX	8	61,300,729	81	15	4	3.2	29,428	174	1.32
Ft. Hood II, TX	2	6,096,951	85	12	3	4.0	5,061	100	0.13
Ft. Leavenworth, KS	6	25,025,672	83	12	5	7.1	17,043	122	0.52
Ft. Leonard Wood, MO	6	24,621,120	84	11	5	12.2	14,910	138	0.49
Ft. Polk, LA	6	23,999,673	83	14	4	15.2	18,841	106	0.46
Ft. Riley, KS	6	24,905,425	82	14	5	7.5	23,500	88	0.51
Rock Island Arsenal, IL	2	5,205,106	86	11	3	5.8	6,944	62	0.11
Ft. Sam Houston, TX	7	38,470,726	83	13	4	22.6	23,368	137	0.70
Selfridge ANG Base, MI	5	15,476,470	86	12	3	6.9	9,687	133	0.32
Ft. Sheridan, IL	4	13,052,021	87	10	3	28.3	21,417	51	0.23
Ft. Sill, OK	7	35,335,181	82	14	4	7.2	31,537	93	0.73
White Sands,NM	2	4,320,777	81	14	4	6.0	6,768	53	0.09
Region Totals		**$408,100,341**	**82%**	**14%**	**4%**	**6.4%**	**305,230**	**$111**	**8.50%**

/a Less than 0.1%
n/a Totals not meaningful for comparison purposes.

Store classes for Army commissaries are based upon total average monthly sales, as follows:
Class 1 Up to $150,000
Class 2 $150,001–$500,000
Class 3 $500,001–$750,000
Class 4 $750,001– 1,000,000
Class 5 $1,000,001–$1,500,000
Class 6 $1,500,001–$2,100,000
Class 7 $2,000,001–$3,000,000
Class 8 Over $3,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY90 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data. Details may not add to 100 percent due to rounding.

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Northeast Region/TSA

Store	Store Class	Total $ Sales	% of Store Total			Total Sales % Change vs. FY89	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
Aberdeen PG, MD	4	12,612,512	84	11	5	6.0	14,229	74	0.28
ARDEC, NJ	2	3,226,629	83	13	4	5.3	6,400	42	0.07
Ft. Belvoir, VA	8	71,305,705	79	15	7	5.6	24,753	240	1.58
Cameron Station, VA	7	30,357,383	79	14	7	0.1	31,616	80	0.67
Carlisle Barracks, PA	4	11,684,798	82	13	5	4.9	11,312	86	0.26
Charles E. Kelly, PA	3	8,231,147	86	12	2	7.7	6,000	114	0.18
Ft. Devens, MA	5	18,889,470	83	13	5	7.9	12,770	123	0.42
Ft. Drum, NY	5	21,326,330	81	14	5	18.6	18,721	95	0.47
Edgewood Arsenal, MD	3	7,421,373	84	12	4	10.0	12,644	49	0.16
Ft. Hamilton, NY	4	10,506,080	85	11	4	11.4	11,400	77	0.23
Ft. McNair, DC	2	3,671,949	80	14	7	8.1	17,800	17	0.08
Ft. Meade, MD	8	53,707,056	81	14	5	8.1	28,800	155	1.19
Ft. Monmouth, NJ	6	19,436,640	81	14	5	5.2	20,520	79	0.43
Ft. Myer, VA	6	23,340,839	80	14	6	1.2	26,000	75	0.52
New Cumberland, PA	3	6,642,855	86	11	3	0.3	13,390	41	0.15
Ft. Ritchie, MD	3	7,300,445	83	13	4	4.4	5,500	111	0.16
Seneca AD, NY	2	3,393,862	82	14	4	17.3	3,866	73	0.08
Tobyhanna, PA	2	6,183,857	87	10	3	6.7	9,000	57	0.14
Vint Hill Farms, VA	3	8,586,409	81	15	4	5.3	8,088	88	0.19
Walter Reed AMC, DC	6	23,794,311	80	15	6	8.5	25,000	79	0.53
West Point, NY	3	16,540,830	78	15	6	42.9	18,010	77	0.37
Region Totals		**$368,160,480**	**81%**	**14%**	**5%**	**7.7%**	**325,819**	**$ 94**	**8.16%**

/a Less than 0.1%
n/a Totals not meaningful for comparison purposes.

Store classes for Army commissaries are based upon total average monthly sales, as follows:
Class 1 Up to $150,000
Class 2 $150,001–$500,000
Class 3 $500,001–$750,000
Class 4 $750,001– 1,000,000
Class 5 $1,000,001–$1,500,000
Class 6 $1,500,001–$2,100,000
Class 7 $2,000,001–$3,000,000
Class 8 Over $3,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY90 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data. Details may not add to 100 percent due to rounding.

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Army Commissary Sales

(FY90)

CONUS

Southeast Region/TSA

Store	Store Class	Total $ Sales	% of Store Total			Total Sales % Change vs. FY89	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
Ft. Benning, GA	8	45,035,388	82	14	4	2.1	32,723	115	1.00
Ft. Bragg, NC	8	49,349,983	80	16	4	5.1	38,260	107	1.09
Ft. Campbell, KY	8	43,903,660	83	14	4	5.4	25,436	144	0.97
Richmond DGSC, VA	3	5,796,226	81	15	4	2.7	12,586	38	0.13
Ft. Eustis, VA	7	19,610,544	80	14	5	6.1	19,400	84	0.43
Ft. Gillem, GA	7	27,154,316	83	14	3	5.0	21,771	104	0.60
Ft. Gordon, GA	8	27,978,151	81	14	5	4.9	22,184	105	0.62
Hunter AAF, GA	5	13,090,218	81	14	5	6.3	17,400	63	0.29
Ft. Jackson, SC	8	32,836,688	82	13	5	7.8	27,000	101	0.73
Ft. Knox, KY	8	38,351,240	82	14	4	6.3	29,530	108	0.85
Center For Excellence/									
Ft. Lee, VA	7	24,555,355	80	14	6	11.7	25,200	81	0.54
Lexington Blue Grass, KY	2	3,638,223	91	5	3	-2.3	7,196	42	0.08
Malonee Village, NC	4	9,574,104	82	13	5	/a	6,360	125	0.21
Ft. McClellan, AL	6	20,965,948	85	11	4	7.8	15,146	115	0.46
Ft. McPherson, GA	3	5,465,083	85	11	5	6.0	8,100	56	0.12
Camp Merrill, GA	1	441,044	91	7	2	26.5	451	81	0.01
Ft. Monroe, VA	4	8,150,480	83	12	5	5.5	8,049	84	0.18
Pope AFB, NC	1	2,005,643	81	13	6	/a	9,587	17	0.04
Redstone Arsenal, AL	7	26,461,017	82	13	5	2.6	21,035	105	0.59
Ft. Rucker, AL	7	26,096,806	82	14	4	7.5	22,260	98	0.58
Ft. Stewart, GA	6	18,425,572	80	15	5	10.5	27,767	55	0.41
Ft. Story, VA	1	4,401,091	94	4	2	17.2	4,269	86	0.10
Region Totals		**$453,286,770**	**82%**	**14%**	**4%**	**6.0%**	**401,710**	**$94**	**10.05%**

Western Region/TSA

Dugway Proving Grnds., UT	1	1,980,873	82	12	6	19.7	6,062	27	0.04
Ft. Huachuca, AZ	5	19,821,643	80	15	4	3.8	19,709	84	0.44
Ft. Irwin, CA	2	7,454,448	81	14	5	21.0	22,059	28	0.17
Ft. Lewis, WA	8	56,990,043	81	14	5	13.4	30,280	157	1.26
Oakland AB, CA	2	6,080,210	86	11	4	8.5	3,072	165	0.13
Ft. Ord, CA	8	41,183,258	80	15	5	6.3	18,190	189	0.91
Presidio of San.Fran., CA	5	20,450,152	78	15	7	7.7	23,264	73	0.45
Sierra AD, CA	2	1,971,551	86	11	3	-0.6	4,500	37	0.04
Yuma Proving Grnds., AZ	2	2,072,907	89	7	4	-12.8	6,062	28	0.05
Region Totals		**$158,005,085**	**81%**	**14%**	**5%**	**9.1%**	**133,198**	**$99**	**3.50%**

/a Less than 0.1%
n/a Totals not meaningful for comparison purposes.

Store classes for Army commissaries are based upon total average monthly sales, as follows:
Class 1 Up to $150,000
Class 2 $150,001–$500,000
Class 3 $500,001–$750,000
Class 4 $750,001– 1,000,000
Class 5 $1,000,001–$1,500,000
Class 6 $1,500,001–$2,100,000
Class 7 $2,000,001–$3,000,000
Class 8 Over $3,000,000

Notes. All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY90 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data. Details may not add to 100 percent due to rounding.

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Army Commissary Sales

(FY90)

OVERSEAS

SECOR/Puerto Rico/TSA

Store	Store Class	Total $ Sales	% of Store Total			Total Sales % Change vs. FY89	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
Ft. Buchanan	6	27,221,500	92	2	5	12.7	18,084	125	2.05

WCOR/Overseas/TSA

Camp Carroll, Korea	1	1,510,237	86	10	4	-5.2	3,560	35	0.11
Camp Casey, Korea	2	4,768,342	84	12	4	40.4	3,060	130	0.36
Camp Edwards, Korea	1	1,477,651	84	13	3	1.3	4,205	29	0.11
Camp Humphreys, Korea	2	2,262,917	82	13	5	-8.1	3,065	62	0.17
Camp Kure, Japan	1	53,353	100	0	0	-19.1	790	6	0.00
Camp Page, Korea	1	641,366	83	12	5	3.1	1,324	40	0.05
Camp Stanley, Korea	2	1,785,036	84	12	4	-36.7	1,369	109	0.13
Camp Zama, Japan	1	1,795,031	83	12	5	8.1	3,852	39	0.14
Corozal, Panama	6	15,742,559	82	13	5	-18.9	11,564	113	1.19
Ft. Greely, AK	2	2,326,693	79	14	6	3.1	6,290	31	0.18
Ft. Espinar, Panama	2	2,506,047	83	14	4	-28.0	5,200	40	0.19
Hannam Village, Korea	1	1,094,454	84	11	5	-7.5	2,950	31	0.08
Howard AFB, Panama	3	5,308,035	83	13	4	-21.3	5,400	82	0.40
Panama - CDC		2,207,972	0	0	0	n/a	n/a	n/a	0.17
Pusan, Korea	2	3,444,175	76	15	8	-1.7	5,734	50	0.26
Ft. Richardson, AK	5	13,986,877	82	13	6	5.7	15,713	74	1.05
Sagami, Japan	1	322,077	87	10	3	-1.8	2,016	13	0.02
Sagamihara, Japan	3	6,593,126	84	10	6	-3.1	10,755	51	0.50
Schofield Barracks, HI	7	32,988,091	79	15	6	7.7	25,059	110	2.49
Ft. Shafter, HI	3	7,614,023	84	9	6	10.6	6,393	99	0.57
Taegu, Korea	3	7,150,515	82	11	7	-10.3	4,875	122	0.54
Ft. Wainwright, AK	4	13,365,642	79	16	5	16.9	20,353	55	1.01
Yongsan, Korea	8	32,754,043	76	18	6	-15.2	24,824	110	2.47
WCOR Totals		**$161,698,262**	**80%**	**14%**	**6%**	**-4.3%**	**168,351**	**$79**	**12.19%**

/a Less than 0.1%
n/a Totals not meaningful for comparison purposes.

Store classes for Army commissaries are based upon total average monthly sales, as follows:
Class 1 Up to $150,000
Class 2 $150,001–$500,000
Class 3 $500,001–$750,000
Class 4 $750,001– 1,000,000
Class 5 $1,000,001–$1,500,000
Class 6 $1,500,001–$2,100,000
Class 7 $2,000,001–$3,000,000
Class 8 Over $3,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY90 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data. Details may not add to 100 percent due to rounding.

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European Region/TSA — Continued

Store	Store Class	Total $ Sales	% of Store Total			Total Sales % Change vs. FY89	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
Amberg, Germany	2	1,224,922	84	11	5	-5.9	2,640	39	0.09
Ansbach, Germany	4	8,290,668	82	13	5	6.5	11,361	61	0.62
Aschaffenberg, Germany	3	6,453,259	81	14	5	8.0	10,721	50	0.49
Augsburg, Germany	5	11,320,768	81	14	5	-2.3	9,245	102	0.85
Babenhausen, Germany	2	1,885,247	87	10	4	-7.3	2,878	55	0.14
Bad Aibling, Germany	2	1,591,040	83	12	6	20.0	4,250	31	0.12
Bad Hersfeld, Germany	2	1,558,072	86	10	4	6.0	3,390	38	0.12
Bad Kissingen, Germany	2	1,665,995	84	10	5	2.8	2,347	59	0.13
Bad Kreuznach, Germany	3	5,461,297	79	14	6	1.8	7,060	64	0.41
Bad Nauheim, Germany	2	3,538,156	82	13	5	-0.7	6,176	48	0.27
Bad Tölz, Germany	2	1,411,337	80	13	7	-1.0	4,572	26	0.11
Bamberg, Germany	4	8,726,842	80	15	5	6.4	9,056	80	0.66
Baumholder, Germany	5	10,666,144	81	13	6	2.0	9,941	89	0.80
Berchtesgaden, Germany	2	828,142	83	7	10	-34.1	2,875	24	0.06
Berlin, Germany	6	15,411,743	79	14	8	5.8	17,100	75	1.16
Bindlach, Germany	2	1,494,422	84	11	5	-0.5	2,244	55	0.11
Bremerhaven, Germany	4	6,764,657	81	14	2	-9.9	10,458	54	0.51
Büdingen, Germany	2	1,216,092	88	9	4	-5.6	3,200	32	0.09
Büren, Germany	1	244,445	87	10	3	-11.8	2,200	9	0.02
Cairo, Egypt	2	1,974,447	93	0	7	4.4	3,253	51	0.15
Camp King, Germany	1	515,392	84	9	7	-12.9	840	51	0.04
Chievres, Belgium	4	8,326,046	79	15	6	4.3	10,581	66	0.63
Crailsheim, Germany	1	1,279,159	81	14	6	8.7	2,390	45	0.10
Darmstadt, Germany	4	7,174,134	81	14	5	2.2	9,006	66	0.54
Dexheim, Germany	1	1,711,815	82	13	5	74.6	7,028	20	0.13
Dhahran, Saudi Arabia	1	1,420,756	92	0	8	42.3	4,544	26	0.11
Erlangen, Germany	2	2,506,253	84	12	5	18.0	10,224	20	0.19
Fischbach, Germany	1	203,364	91	7	2	-13.2	1,880	9	0.02
Flensburg, Germany	1	430,521	85	11	3	8.5	2,130	17	0.03
Fliegerhorst, Germany	1	1,061,925	88	8	4	-1.4	1,780	50	0.08
Frankfurt, Germany	7	21,259,845	79	15	6	7.1	17,928	99	1.60
Fürth, Germany	7	23,747,580	80	15	5	5.8	21,870	90	1.79
Fulda, Germany	3	5,948,313	81	14	5	11.7	6,719	74	0.45

n/a Totals not meaningful for comparison purposes.

Store classes for Army commissaries in Europe are based upon total average monthly sales, as follows:
Class 1 Up to $100,000
Class 2 $100,001–$300,000
Class 3 $300,001–$500,000
Class 4 $500,001– $750,000
Class 5 $750,001–$1,000,000
Class 6 $1,000,001–$1,500,000
Class 7 $1,500,001–$2,000,000
Class 8 Over $2,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY90 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data. Details may not add to 100 percent due to rounding.

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European Region/TSA — Continued

Store	Store Class	Total $ Sales	% of Store Total			Total Sales % Change vs. FY89	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
Garlstedt, Germany	2	2,314,575	79	15	6	n/a	13,115	15	0.17
Garmisch, Germany	2	1,161,052	82	11	7	-4.9	3,315	29	0.09
Gelnhausen, Germany	2	3,029,285	84	11	5	-1.8	5,871	43	0.23
Germersheim, Germany	1	551,503	85	12	4	-4.0	2,787	16	0.04
Giebelstadt, Germany	1	902,215	86	10	4	-11.6	1,524	49	0.07
Giessen, Germany	6	12,010,986	80	16	5	-0.9	15,015	67	0.91
Göppingen, Germany	2	2,481,437	84	11	6	-3.4	4,597	45	0.19
Grafenwöhr, Germany	3	3,924,205	79	13	7	-13.8	5,952	55	0.30
Hanau, Germany	7	23,491,398	80	14	6	15.9	16,813	116	1.77
Heidelberg, Germany	6	19,603,730	79	15	7	10.0	18,500	88	1.48
Heilbronn, Germany	3	4,973,028	79	15	6	-2.7	8,176	51	0.37
Helmstedt, Germany	1	168,043	87	10	3	-8.7	3,534	4	0.01
Herzo Base, Germany	1	979,310	90	7	3	-3.4	2,350	35	0.07
Hohenfels, Germany	2	1,699,533	83	12	5	18.7	2,621	54	0.13
Idar Obenstein, Germany	1	630,953	83	12	5	-2.8	2,435	22	0.05
Illesheim, Germany	2	2,445,104	82	13	5	-10.0	4,701	43	0.18
Karlsruhe, Germany	4	7,503,128	81	15	5	10.0	12,057	52	0.57
Kelly Barracks, Germany	2	3,261,810	78	14	7	5.5	9,240	29	0.25
Kirchgöns, Germany	2	2,259,678	89	8	3	54.0	1,260	149	0.17
Kitzingen, Germany	4	7,320,488	80	15	5	0.2	9,311	66	0.55
Livorno, Italy	3	4,079,559	81	13	6	6.2	5,816	58	0.31
Mainz, Germany	4	7,205,709	79	16	5	4.1	1,550	387	0.54
Mannheim, Germany	6	14,411,312	79	16	5	6.2	8,700	138	1.09
McCully Barracks, Germany	1	336,628	93	3	4	-20.1	1,440	19	0.03
Münster, Germany	1	529,212	87	10	4	-12.5	2,487	18	0.04
Munich, Germany	4	7,610,890	78	15	7	4.4	10,140	63	0.57
Neckarsulm, Germany	1	187,876	94	5	1	-18.8	962	16	0.01
Neu Ulm, Germany	3	4,755,751	79	16	5	-1.4	5,431	73	0.36
Neubrücke, Germany	1	701,846	84	11	5	-3.4	2,175	27	0.05
Osterholz, Germany	3	2,689,476	83	11	5	-31.2	2,350	95	0.20
Panzer, Germany	1	1,171,214	89	8	4	61.6	3,840	25	0.09
Patch Barracks, Germany	5	8,042,541	79	15	6	-10.8	13,936	48	0.61
Pirmasens, Germany	3	5,108,143	82	13	4	1.9	5,317	80	0.39

n/a Totals not meaningful for comparison purposes.

Store classes for Army commissaries in Europe are based upon total average monthly sales, as follows:
Class 1 Up to $100,000
Class 2 $100,001–$300,000
Class 3 $300,001–$500,000
Class 4 $500,001– $750,000
Class 5 $750,001–$1,000,000
Class 6 $1,00,001–$1,500,000
Class 7 $1,500,001–$2,000,000
Class 8 Over $2,000,000

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European Region/TSA — Continued

Store	Store Class	Total $ Sales	% of Store Total			Total Sales % Change vs. FY89	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
Regensburg, Germany	1	97,812	84	13	3	20.6	770	11	0.01
Rheinburg, Germany	2	1,018,289	83	11	6	-29.6	6,356	13	0.08
Riyadh, Saudi Arabia	2	2,877,425	94	0	6	17.4	4,507	53	0.22
Robinson Barracks, Germany	6	18,695,558	78	16	6	20.0	16,073	97	1.41
Schinnen, Netherlands	3	6,157,252	79	16	5	7.0	10,893	47	0.46
Schwabach, Germany	1	1,042,118	89	8	3	4.7	3,128	28	0.08
Schweinfurt, Germany	5	10,074,189	80	15	5	2.2	17,833	47	0.76
Schwäbisch Gmünd, Germany	2	2,304,597	83	11	5	-6.6	4,222	45	0.17
Schwäbisch Hall, Germany	1	1,319,030	83	12	5	13.8	3,816	29	0.10
Sögel, Germany	1	405,567	85	10	5	4.8	2,350	14	0.03
Vicenza, Italy	4	7,531,046	79	14	7	11.0	3,732	168	0.57
Vilseck, Germany	3	6,661,589	82	13	5	57.6	13,115	42	0.50
Werteim, Germany	2	1,661,533	82	13	5	0.1	4,176	33	0.13
Wiesbaden, Germany	6	20,505,430	78	15	6	15.0	12,506	137	1.55
Wildflecken, Germany	2	3,253,741	82	13	5	2.7	4,512	60	0.25
Wildflecken II, Germany	1	509,968	92	5	3	-7.9	1,029	41	0.04
Worms, Germany	2	3,642,376	81	13	6	1.8	6,895	44	0.27
Würzburg, Germany	5	13,321,804	80	14	6	30.8	13,650	81	1.00
Zweibruecken, Germany	4	7,023,392	80	15	5	8.7	13,115	45	0.53
Mainz Kastel - CDC		202,812	100	0	0	n/a	n/a	n/a	0.02
Spinelli Barracks -CDC		667,712	100	0	0	n/a	n/a	n/a	0.05
Region Totals		**$433,827,656**	**80%**	**14%**	**6%**	**7.0%**	**568,003**	**$64**	**32.46%**

Army Totals

CONUS	1,387,552,676	81	14	5	4.8	1,176,194	92	30.75
Overseas	622,747,418	82	13	5	0.0	721,766	69	46.76
Worldwide	**$2,010,300,094**	**82%**	**13%**	**5%**	**3.3%**	**1,897,960**	**$83**	**34.38%**

n/a Totals not meaningful for comparison purposes.

Store classes for Army commissaries in Europe are based upon total average monthly sales, as follows:
Class 1 Up to $100,000
Class 2 $100,001–$300,000
Class 3 $300,001–$500,000
Class 4 $500,001– $750,000
Class 5 $750,001–$1,000,000
Class 6 $1,00,001–$1,500,000
Class 7 $1,500,001–$2,000,000
Class 8 Over $2,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY90 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data. Details may not add to 100 percent due to rounding.

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Marine Corps Commissary Sales

(FY90)

Marine Corps Commissary Coupon Redemptions

CONUS

Store	Number	% Share CONUS	% Share Worldwide	$ Value	% Share CONUS	% Share Worldwide
Albany, GA	305,699	4.0	3.9	114,498	4.0	3.9
Barstow, CA	133,026	1.8	1.7	42,506	1.5	1.4
Camp Pendleton, CA	1,575,768	20.8	20.1	602,214	21.3	20.4
Cherry Point NC	770,883	10.2	9.8	286,462	10.1	9.7
El Toro, CA	1,179,641	15.6	15.0	421,914	14.9	14.3
Hadnot Point, NC	566,849	7.5	7.2	206,780	7.3	7.0
New River, NC	128,789	1.7	1.6	45,934	1.6	1.6
Parris Island, SC	412,863	5.4	5.3	146,689	5.2	5.0
Quantico, VA	1,140,113	15.1	14.5	448,093	15.8	15.2
San Onofre, CA	184,735	2.4	2.4	71,985	2.5	2.4
Tarawa Terrace, NC	663,622	8.8	8.4	244,510	8.6	8.3
Twentynine Palms, CA	342,851	4.5	4.4	128,983	4.6	4.4
Yuma, AZ	170,551	2.2	2.2	72,525	2.6	2.5
CONUS Totals	**7,575,390**	**100.0%**	**96.5%**	**$2,833,093**	**100.0%**	**96.1%**

Overseas

Iwakuni, Japan	19,054	6.8	0.2	6,836	6.0	0.2
Kaneohe Bay, HI	259,860	93.2	3.3	107,655	94.0	3.7
Overseas Totals	**278,914**	**100.0**	**3.5**	**114,491**	**100.0**	**3.9**
Worldwide Totals	**7,854,304**	-	**100.0%**	**$2,947,584**	-	**100.0%**

Store classes for Marine Corps commissaries are based upon total average monthly sales, as follows:

Class 1 Up to $150,000
Class 2 $150,001–$500,000
Class 3 $500,001–$750,000
Class 4 $750,001– $1,000,000
Class 5 $1,000,001–$1,500,000
Class 6 $1,500,001–$2,100,000
Class 7 $2,100,001–$3,000,000
Class 8 Over $3,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY90 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data. Details may not add to 100 percent due to rounding.

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Marine Corps Commissary Sales

CONUS

(FY90)

East Coast Complex /USMC

Store	Store Class	Total $ Sales	% of Store Total			Total Sales % Change vs. FY89	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
Albany, GA	3	6,004,722	75	18	7	2.4	13,980	36	0.13
Hadnot Point, NC	5	13,420,580	79	16	5	1.8	16,627	67	0.30
Tarawa Terrace, NC	5	16,958,117	79	16	5	5.3	18,053	78	0.38
Cherry Point, NC	5	17,871,248	79	15	6	2.1	18,655	80	0.40
New River, NC	2	3,981,578	79	16	5	5.0	6,344	52	0.09
Parris Island, SC	3	8,959,872	78	16	6	10.3	11,500	65	0.20
Quantico, VA	7	27,023,658	78	16	6	14.2	19,500	115	0.60
Complex Totals		**$94,219,775**	**79%**	**16%**	**5%**	**6.8%**	**104,659**	**$ 75**	**2.09%**

West Coast Complex/USMC

Barstow, CA	2	3,684,724	79	15	6	-0.9	9,000	34	0.08
Camp Pendleton, CA	7	30,839,283	77	16	7	14.2	26,000	99	0.68
San Onofre, CA	2	4,808,944	79	13	8	-0.7	8,700	46	0.11
El Toro, CA	6	22,548,628	77	15	8	3.3	25,000	75	0.50
Twentynine Palms, CA	4	9,900,061	77	17	6	10.3	15,500	53	0.22
Yuma, AZ	3	7,206,861	81	15	4	3.4	10,400	58	0.16
Complex Totals		**$78,988,501**	**78%**	**16%**	**6%**	**7.7%**	**94,600**	**$ 70**	**1.75%**

Store classes for Marine Corps commissaries are based upon total average monthly sales, as follows:

Class 1 Up to $150,000
Class 2 $150,001–$500,000
Class 3 $500,001–$750,000
Class 4 $750,001– $1,000,000
Class 5 $1,000,001–$1,500,000
Class 6 $1,500,001–$2,100,000
Class 7 $2,100,001–$3,000,000
Class 8 Over $3,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY90 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data. Details may not add to 100 percent due to rounding.

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Marine Corps Commissary Sales

OVERSEAS

(FY90)

Overseas/USMC

Store	Store Class	Total $ Sales	% of Store Total			Total Sales % Change vs. FY89	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
Iwakuni, Japan	2	3,477,725	80	15	5	-11.1	9,000	32	0.26
Kaneohe Bay, HI	5	13,798,745	78	15	7	4.8	13,300	86	1.04
Overseas		**$17,276,470**	**78%**	**15%**	**7%**	**1.1%**	**22,300**	**$65**	**1.30%**

Marine Corps Totals

CONUS		173,208,276	78	16	6	7.1	199,259	72	3.83
Overseas		17,276,470	78	15	7	1.1	22,300	65	1.30
Worldwide		**$190,484,746**	**78%**	**16%**	**6%**	**6.6%**	**221,559**	**$72**	**3.26%**

Store classes for Marine Corps commissaries are based upon total average monthly sales, as follows:

Class 1 Up to $150,000
Class 2 $150,001–$500,000
Class 3 $500,001–$750,000
Class 4 $750,001– $1,000,000
Class 5 $1,000,001–$1,500,000
Class 6 $1,500,001–$2,100,000
Class 7 $2,100,001–$3,000,000
Class 8 Over $3,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY90 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data. Details may not add to 100 percent due to rounding.

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Navy Commissary Sales

(FY90)

CONUS

Navy Commissary Coupon Redemptions

Region	Number	% Share Worldwide	$ Value	% Share Worldwide
CONUS	42,017,256	98.0	17,694,608	98.1
Overseas	856,706	2.0	363,441	1.9
Worldwide	**42,873,962**	**100.0%**	**$18,058,049**	**100.0%**

Auburn Division/Navy

Store	Store Class	Total $ Sales	% of Store Total			Total Sales % Change vs. FY89	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
Bangor, WA	5	17,288,929	78	15	7	11.6	21,200	68	0.38
Bremerton, WA	4	10,230,040	76	17	7	8.6	12,352	69	0.23
Seattle, WA	5	17,047,041	76	17	7	3.3	14,545	98	0.38
Whidbey Island, WA	5	16,648,787	77	16	7	10.5	12,354	112	0.37
Division Totals		**$61,214,797**	**77%**	**16%**	**7%**	**8.4%**	**60,451**	**$ 84**	**1.36%**

*Davisville Division/Navy

Brunswick, ME	4	10,724,594	78	16	6	10.4	11,662	77	0.24
Cutler, ME	1	685,251	79	16	5	1.1	2,252	25	0.02
Governor's Island, NY	2	3,569,498	78	14	8	4.2	6,700	44	0.08
Mitchel Field, NY	3	8,264,418	75	18	7	2.3	12,290	56	0.18
New London, CT	7	25,206,041	78	16	7	10.4	21,685	97	0.56
Newport, RI	5	14,756,038	76	17	7	6.2	14,346	86	0.33
Scotia, NY	2	3,962,661	78	17	5	7.7	8,200	40	0.09
Winter Harbor, ME	1	782,409	81	14	4	14.4	1,876	35	0.02
Division Totals		**$67,950,910**	**77%**	**16%**	**7%**	**7.9%**	**79,011**	**$ 72**	**1.51%**

*Davisville Division was closed as of 1 October 1990. Stores in this Division are now in the Norfolk Group.

n/a Totals not meaningful for comparison purposes.

Store classes for Navy commissaries are based upon total average monthly sales, as follows:

Class 1 Up to $150,000
Class 2 $150,001–$500,000
Class 3 $500,001–$750,000
Class 4 $750,001– $1,000,000
Class 5 $1,000,001–$1,500,000
Class 6 $1,500,001–$2,100,000
Class 7 $2,100,001–$3,000,000
Class 8 Over $3,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY90 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data. Details may not add to 100 percent due to rounding.

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Navy Commissary Sales

(FY90)

CONUS

Jacksonville Group/NAVY

Store	Store Class	Total $ Sales	% of Store Total			Total Sales % Change vs. FY89	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
Athens, GA	2	2,860,632	74	18	7	3.9	4,400	54	0.06
Cecil Field, FL	2	5,969,615	72	21	7	-3.4	10,226	49	0.13
Charleston NS, SC	4	9,966,115	82	12	6	2.5	25,727	32	0.22
Charleston NWS, SC	5	16,238,106	81	14	6	16.5	12,031	112	0.36
Jacksonville, FL	7	35,818,966	74	18	8	13.6	27,137	110	0.79
Key West, FL	2	5,115,451	74	18	8	4.3	9,139	47	0.11
Kings Bay, GA	3	6,001,214	79	15	7	19.0	17,000	29	0.13
Mayport, FL	5	12,018,769	75	18	8	2.5	11,700	86	0.27
Orlando, FL	6	21,845,830	75	19	6	0.2	30,155	60	0.48
Group Totals		**$115,834,698**	**76%**	**17%**	**7%**	**7.7%**	**147,515**	**$ 65**	**2.57%**

*Mechanicsburg Region/NAVY

Annapolis, MD	3	8,555,804	75	18	7	1.4	13,374	53	0.19
Crane, IN	1	680,535	76	20	4	11.5	2,650	21	0.02
Dahlgren, VA	1	1,372,207	79	16	6	11.3	4,593	25	0.03
Great Lakes, IL	5	15,747,438	76	17	7	-0.7	18,700	70	0.35
Lakehurst, NJ	2	2,865,016	74	18	8	-0.4	5,075	47	0.06
Patuxent River, MD	3	8,920,155	77	16	7	5.2	9,406	79	0.20
Philadelphia, PA	4	9,980,286	76	17	7	9.3	17,502	48	0.22
Region Totals		**$48,121,443**	**76%**	**17%**	**7%**	**3.2%**	**71,300**	**$56**	**0.83%**

*Mechanisburg Region was closed as of 1 October 1990. Stores in this Region are now in the Norfolk Group.

n/a Totals not meaningful for comparison purposes.

Store classes for Navy commissaries are based upon total average monthly sales, as follows:

Class 1 Up to $150,000
Class 2 $150,001–$500,000
Class 3 $500,001–$750,000
Class 4 $750,001– $1,000,000
Class 5 $1,000,001–$1,500,000
Class 6 $1,500,001–$2,100,000
Class 7 $2,100,001–$3,000,000
Class 8 Over $3,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY90 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data. Details may not add to 100 percent due to rounding.

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Navy Commissary Sales

(FY90)

CONUS

Norfolk Group/NAVY

Store	Store Class	Total $ Sales	% of Store Total			Total Sales % Change vs. FY89	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
Little Creek, VA	8	36,142,931	75	18	7	-5.2	35,912	84	0.80
Norfolk, VA	8	39,331,257	77	16	6	26.1	29,000	113	0.87
Oceana, VA	8	36,431,798	77	16	7	14.9	30,991	98	0.81
Portsmouth, VA	5	16,597,630	77	17	5	15.3	21,346	65	0.37
Yorktown, VA	2	3,001,825	74	20	6	6.0	7,056	35	0.07
Group Totals		**$131,505,441**	**77%**	**17%**	**7%**	**11.2%**	**124,305**	**$88**	**2.91%**

Oakland Division/NAVY

Alameda, CA	6	23,104,433	75	18	6	-3.1	22,835	84	0.51
Fallon, NV	2	2,712,624	82	14	3	10.9	4,000	57	0.06
Lemoore, CA	4	10,104,392	82	14	4	6.5	16,870	50	0.22
Mare Island, CA	4	11,794,484	77	16	7	1.1	16,840	58	0.26
Moffett Field, CA	7	27,148,657	75	18	7	1.0	18,280	124	0.60
Hamilton, CA	4	11,390,866	78	15	7	3.4	19,500	49	0.25
Stockton, CA	2	3,692,185	79	17	5	0.9	7,422	41	0.08
Treasure Island, CA	2	3,240,243	79	15	6	-1.4	9,696	28	0.07
Division Totals		**$93,187,884**	**77%**	**17%**	**6%**	**1.0%**	**115,443**	**$67**	**2.07%**

n/a Totals not meaningful for comparison purposes.

Store classes for Navy commissaries are based upon total average monthly sales, as follows:

Class 1 Up to $150,000
Class 2 $150,001–$500,000
Class 3 $500,001–$750,000
Class 4 $750,001– $1,000,000
Class 5 $1,000,001–$1,500,000
Class 6 $1,500,001–$2,100,000
Class 7 $2,100,001–$3,000,000
Class 8 Over $3,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY90 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data. Details may not add to 100 percent due to rounding.

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Navy Commissary Sales

(FY90)

Pensacola Region/NAVY

Store	Store Class	Total $ Sales	% of Store Total			Total Sales % Change vs. FY89	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
Beeville, TX	2	1,956,778	78	15	6	-1.8	5,464	30	0.04
Corpus Christi, TX	3	8,238,328	78	16	7	3.6	14,024	49	0.18
Kingsville, TX	2	1,915,909	76	18	6	-1.2	6,700	24	0.04
Gulfport, MS	2	5,347,791	76	17	6	0.3	10,076	44	0.12
Memphis, TN	6	20,408,148	78	16	6	6.9	22,468	76	0.45
Meridian, MS	2	4,312,802	77	18	5	5.3	8,844	41	0.10
New Orleans, LA	4	10,154,170	78	16	5	4.4	9,600	88	0.23
Pensacola, FL	7	29,316,212	76	17	7	8.4	23,044	106	0.65
Whiting Field, FL	2	4,795,649	75	19	6	12.9	7,645	52	0.11
Region Totals		**$86,445,787**	**77%**	**17%**	**6%**	**6.2%**	**107,865**	**$ 67**	**1.92%**

San Diego Group/NAVY

China Lake, CA	2	3,038,319	79	16	6	8.7	3,927	64	0.07
El Centro, CA	1	1,278,540	78	17	6	16.3	4,595	23	0.03
Imperial Beach, CA	7	33,305,149	75	17	7	1.0	38,600	72	0.74
Long Beach, CA	6	25,389,956	76	17	7	2.9	26,800	79	0.56
Miramar, CA	8	53,564,550	76	16	7	5.1	38,600	116	1.19
North Island, CA	3	7,973,797	78	15	8	7.4	14,415	46	0.18
Port Hueneme, CA	5	14,664,977	75	17	8	6.4	14,982	82	0.33
Point Mugu, CA	2	3,744,540	79	15	6	0.8	7,520	41	0.08
San Diego NS, CA	8	47,579,628	74	18	8	17.5	35,124	113	1.05
San Diego NTC, CA	4	9,695,307	78	15	7	3.0	13,831	58	0.21
Group Totals		**$200,234,763**	**76%**	**17%**	**7%**	**6.9%**	**198,394**	**$ 84**	**4.44%**

n/a Totals not meaningful for comparison purposes

Store classes for Navy commissaries are based upon total average monthly sales, as follows:

Class 1 Up to $150,000
Class 2 $150,001–$500,000
Class 3 $500,001–$750,000
Class 4 $750,001– $1,000,000
Class 5 $1,000,001–$1,500,000
Class 6 $1,500,001–$2,100,000
Class 7 $2,100,001–$3,000,000
Class 8 Over $3,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY90 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data. Details may not add to 100 percent due to rounding.

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Naples Region/NAVY

Store	Store Class	Total $ Sales	% of Store Total: Grocery	Meat	Produce	Total Sales % Change vs. FY89	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
La Maddalena	1	1,517,870	88	12	0	36.9	1,500	84	0.11
Naples	4	10,356,371	83	11	6	12.9	6,804	127	0.78
Sigonella	2	5,915,833	82	11	6	8.4	9,025	55	0.45
Region Totals		**$17,790,074**	**83%**	**11%**	**5%**	**13.0%**	**17,329**	**$ 86**	**1.34%**

Pearl Harbor Region/NAVY

Barbers Point, HI	4	9,319,329	75	17	8	2.6	9,660	80	0.70
Pearl Harbor, HI	8	46,894,707	77	16	7	-4.7	24,641	159	3.54
Region Totals		**$56,214,036**	**77%**	**16%**	**7%**	**-3.5%**	**34,301**	**$137**	**$4.24**

Subic Bay Region/NAVY

San Miguel, PI	1	1,315,012	79	14	7	-2.8	4,735	23	0.10
Subic Bay, PI	5	13,595,652	80	13	7	5.5	11,056	102	1.02
Region Totals		**$14,910,664**	**80%**	**13%**	**7%**	**4.7%**	**15,791**	**$ 79**	**1.12%**

United Kingdom Region/NAVY

Edzell, Scotland	1	1,757,493	82	12	6	12.3	3,474	42	0.13
Holy Loch, Scotland	3	7,211,370	84	11	5	14.1	4,841	124	0.54
Region Totals		**$8,968,863**	**84%**	**11%**	**5%**	**13.8%**	**8,315**	**$ 90**	**0.68%**

n/a Totals not meaningful for comparison purposes.

Store classes for Navy commissaries are based upon total average monthly sales, as follows:
Class 1 Up to $150,000
Class 2 $150,001–$500,000
Class 3 $500,001–$750,000
Class 4 $750,001– $1,000,000
Class 5 $1,000,001–$1,500,000
Class 6 $1,500,001–$2,100,000
Class 7 $2,100,001–$3,000,000
Class 8 Over $3,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY90 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data. Details may not add to 100 percent due to rounding.

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Navy Commissary Sales

(FY90)

OVERSEAS

Yokosuka Region/NAVY

Store	Store Class	Total $ Sales	% of Store Total			Total Sales % Change vs. FY89	Total Sq. Ft. Sales Area	Avg. Mo. $ Sales/ Sq. Ft.	ACV
			Grocery	Meat	Produce				
Atsugi, Japan	2	4,278,520	82	12	7	12.6	6,326	56	0.32
Chinhae, Korea	1	666,968	86	10	4	18.9	2,400	23	0.05
Sasebo, Japan	2	2,123,224	80	14	6	4.2	3,208	55	0.16
Yokosuka, Japan	5	12,970,454	76	16	8	5.9	14,600	74	0.98
Regional Totals		**$20,039,166**	**78%**	**14%**	**7%**	**7.5%**	**26,534**	**$63**	**1.51%**

Stand-Alone Stores/NAVY

*Adak, AK	2	5,194,816	77	14	9	7.6	8,480	51	0.39
**Argentia, Newfoundland	1	940,043	83	13	5	16.0	6,726	12	0.07
**Bermuda	2	4,718,194	76	18	6	3.3	5,607	70	0.36
Exmouth, Australia	1	777,628	78	16	6	2.6	3,077	21	0.06
Guam	6	18,439,541	78	15	7	6.2	15,303	100	1.39
***Guantanamo Bay, Cuba	3	7,051,197	76	15	9	3.9	8,452	70	0.53
Keflavik, Iceland	2	4,893,763	77	16	8	6.1	7,784	52	0.37
***Roosevelt Roads, PR	4	10,386,065	78	14	8	5.8	9,440	92	0.78
Rota, Spain	3	8,847,787	83	11	6	14.1	8,716	85	0.67
Stand-Alone Stores		**$61,249,035**	**n/a**	**n/a**	**n/a**	**n/a**	**73,585**	**$ 69**	**4.62%**

Navy Totals

CONUS	804,495,723	76	17	7	6.8	904,284	74	17.83
Overseas	179,171,838	79	14	7	4.1	175,855	85	13.55
Worldwide	**$983,667,561**	**77%**	**16%**	**7%**	**6.3%**	**1,080,139**	**$76**	**16.86%**

* FSO Auburn
** FSO Norfolk
*** FSO Jacksonville

n/a Totals not meaningful for comparison purposes.

Store classes for Navy commissaries are based upon total average monthly sales, as follows:
Class 1 Up to $150,000
Class 2 $150,001–$500,000
Class 3 $500,001–$750,000
Class 4 $750,001– $1,000,000
Class 5 $1,000,001–$1,500,000
Class 6 $1,500,001–$2,100,000
Class 7 $2,100,001–$3,000,000
Class 8 Over $3,000,000

Notes: All sales data are preliminary and unaudited, and exclude the 5% commissary surcharge. The ACV (All Commodity Volume) in the extreme right column shows each individual commissary's or management area's FY90 sales total as a percentage of separately combined CONUS (Continental U.S.) and overseas sales of all Air Force, Army, Marine Corps and Navy commissaries. Sales at stores in Alaska, Hawaii, and other locations not contiguous with the 48 continental United States are classed and reported with overseas data. Details may not add to 100 percent due to rounding.

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All-Service CONUS Commissary Store Rankings by Total Sq. Ft. of Sales Area

Rank	Store/Parent Organization	Total Sq.Ft.
1	MacDill AFB, FL/AFCOMS	54,073
2	Carswell AFB,/AFCOMS	48,682
3	McChord AFB, WA/AFCOMS	46,988
4	Tinker AFB, OK/AFCOMS	46,477
5	Kirtland AFB, N/AFCOMS	43,793
6	McGuire AFB, NJ/AFCOMS	40,837
7	Andrews AFB, MD/AFCOMS	40,810
8	Lackland AFB,/AFCOMS	39,954
9	Nellis AFB, NV/AFCOMS	39,401
10	Imperial Beach, CA/NAVY	38,600
11	Miramar, CA/NAVY	38,600
12	Ft. Bragg, NC/TSA	38,260
13	Wright-Patterson,OH/AFCOMS	38,100
14	Langley AFB, VA/AFCOMS	37,448
15	Lowry AFB, CO/AFCOMS	37,258
16	Norton AFB, CA/AFCOMS	36,418
17	Little Creek, VA/NAVY	35,912
18	Bergstrom AFB,TX/AFCOMS	35,327
19	San Diego NS, CA/NAVY	35,124
20	McClellan AFB, CA/AFCOMS	34,953
21	Travis AFB, CA/AFCOMS	34,137
22	Scott AFB, IL/AFCOMS	33,691
23	Ft. Benning, GA/TSA	32,723
24	Randolph AFB,/AFCOMS	32,414
25	Offutt AFB, NE/AFCOMS	32,214
26	Keesler AFB, MS/AFCOMS	31,976
27	Peterson AFB, CO/AFCOMS	31,890
28	Barksdale AFB, LA/AFCOMS	31,707
29	Cameron Station, VA/TSA	31,616
30	Maxwell AFB, AL/AFCOMS	31,580
31	Ft. Sill, OK/TSA	31,537
32	Ft. Bliss, TX/TSA	31,093
33	Oceana, VA/NAVY	30,991
34	Patrick AFB, FL/AFCOMS	30,921
35	Charleston AFB, S/AFCOMS	30,474
36	Ft. Lewis, WA/TSA	30,280
37	Fairchild AFB, WA/AFCOMS	30,262
38	Orlando, FL/NAVY	30,155
39	Little Rock AFB,AR/AFCOMS	30,102
40	Hanscom AFB, MA/AFCOMS	29,728
41	Bolling AFB, DC/AFCOMS	29,716
42	Ft. Knox, KY/TSA	29,530
43	Ft. Hood, TX/TSA	29,428
44	Norfolk, VA/NAVY	29,000
45	Ft. Meade, MD/TSA	28,800
46	Williams AFB, AZ/AFCOMS	28,330
47	Pease AFB, NH/AFCOMS	28,210
48	Mather AFB, CA/AFCOMS	28,011
49	Ft. Stewart, GA/TSA	27,767
50	Homestead AFB, FL/AFCOMS	27,600
51	Sheppard AFB,TX/AFCOMS	27,383
52	Robins AFB, GA/AFCOMS	27,382
53	Jacksonville, FL/NAVY	27,137
54	Ft. Jackson, SC/TSA	27,000
55	Chanute AFB, IL/AFCOMS	26,840
56	Long Beach, CA/NAVY	26,800
57	Vandenberg AFB,CA/AFCOMS	26,496
58	Davis-Monthan AZ/AFCOMS	26,189
59	Hill AFB, UT/AFCOMS	26,159
60	Tyndall AFB, FL/AFCOMS	26,042
61	Ft. Myer, VA/TSA	26,000
62	Camp Pendleton, CA/USMC	26,000
63	Charleston NS, SC/NAVY	25,727
64	Ft. Campbell, KY/TSA	25,436
65	Ft. Lee, VA/TSA	25,200
66	El Toro, CA/USMC	25,000
67	Walter Reed AMC, DC/TSA	25,000
68	Ft. Belvoir, VA/TSA	24,753
69	Holloman AFB, NM/AFCOMS	24,668
70	March AFB, CA/AFCOMS	24,232
71	Dover AFB, DE/AFCOMS	24,184
72	Malmstrom AFB, MT/AFCOMS	23,798
73	F.E. Warren AFB/AFCOMS	23,772
74	Luke AFB, AZ/AFCOMS	23,700
75	Ft. Riley, KS/TSA	23,500
76	Ft. Sam Houston, TX/TSA	23,368
77	Los Angeles AFS/AFCOMS	23,270
78	Presidio of S.F., CA/TSA	23,264
79	Eglin AFB, FL/AFCOMS	23,086
80	Pensacola, FL/NAVY	23,044
81	Alameda, CA/NAVY	22,835
82	Edwards AFB, CA/AFCOMS	22,696
83	Memphis, TN/NAVY	22,468
84	Dyess AFB, TX/AFCOMS	22,362
85	Ft. Rucker, AL/TSA	22,260
86	Ft. Gordon, GA/TSA	22,184
87	Ft. Irwin, CA/TSA	22,059
88	Ft. Carson, CO/TSA	21,864
89	Ft. Gillem, GA/TSA	21,771
90	New London, CT/NAVY	21,685
91	Ft. Sheridan, IL/TSA	21,417
92	Wurtsmith AFB, MI/AFCOMS	21,380
93	Portsmouth, VA/NAVY	21,346
94	Bangor, WA/NAVY	21,200
95	Redstone Arsenal, AL/TSA	21,035
96	C. M. Price (GC), IL/TSA	20,912
97	Columbus AFB, MS/AFCOMS	20,828
98	Ft. Monmouth, NJ/TSA	20,520
99	Castle AFB, CA/AFCOMS	19,980
100	Altus AFB, OK/AFCOMS	19,880
101	Ft. Huachuca, AZ/TSA	19,709
102	Hamilton, CA/NAVY	19,500
103	Quantico, VA/USMC	19,500
104	Ft. Eustis, VA/TSA	19,400
105	Kelly AFB, TX/AFCOMS	19,176
106	Loring AFB, ME/AFCOMS	19,052
107	Ft. Polk, LA/TSA	18,841
108	Ft. Drum, NY/TSA	18,721
109	Reese AFB, TX/AFCOMS	18,700
110	Great Lakes, IN/NAVY	18,700
111	Cherry Point, NC/USMC	18,655
112	Whiteman AFB,MO/AFCOMS	18,313
113	Moffett Field, CA/NAVY	18,280
114	Ft. Ord, CA/TSA	18,190
115	Tarawa Terrace, NC/USMC	18,053
116	West Point, NY/TSA	18,010
117	Cannon AFB, NM/AFCOMS	17,913
118	Ft. McNair, DC/TSA	17,800
119	Laughlin AFB,TX/AFCOMS	17,800
120	Ellsworth AFB,SD/AFCOMS	17,596
121	Moody AFB, GA/AFCOMS	17,583
122	Philadelphia, PA/NAVY	17,502
123	K.I. Sawyer AFB,MI/AFCOMS	17,428
124	Hunter AAF, GA/TSA	17,400
125	Gunter AFB, AL/AFCOMS	17,330
126	Goodfellow AFB/AFCOMS	17,322
127	Shaw AFB, SC/AFCOMS	17,123
128	Ft. Leavenworth, KS/TSA	17,043
129	Seymour-Johnson A/AFCOMS	17,035
130	Grissom AFB, IN/AFCOMS	17,021
131	Kings Bay, GA/NAVY	17,000
132	Lemoore, CA/NAVY	16,870
133	Mare Island, CA/NAVY	16,840
134	USAF Academy, CO/AFCOMS	16,767
135	Hadnot Point, NC/USMC	16,627
136	Mountain Home AFB/AFCOMS	16,449
137	Grand Forks AF/AFCOMS	16,422
138	Griffiss AFB, NY/AFCOMS	16,231
139	Brooks AFB, TX/AFCOMS	16,216

Rank	Store/Parent Organization	Total Sq.Ft.
140	McConnell AFB,KS/AFCOMS	15,935
141	Twentynine Palms,CA/USMC	15,500
142	Beale AFB, CA/AFCOMS	15,392
143	Minot AFB, ND/AFCOMS	15,329
144	Ft. McClellan, AL/TSA	15,146
145	Port Hueneme, CA/NAVY	14,982
146	Ft. Leonard Wood, MO/TSA	14,910
147	England AFB, LA/AFCOMS	14,609
148	Seattle, WA/NAVY	14,545
149	North Island, CA/NAVY	14,415
150	Newport, RI/NAVY	14,346
151	Aberdeen PG, MD/TSA	14,229
152	Ft. Ben Harrison, IN/TSA	14,145
153	Corpus Christi, TX/NAVY	14,024
154	Albany, GA/USMC	13,980
155	San Diego NTC, CA/NAVY	13,831
156	Eaker AFB, AR/AFCOMS	13,546
157	New Cumberland, PA/TSA	13,390
158	Annapolis, MD/NAVY	13,374
159	George AFB, CA/AFCOMS	13,207
160	Plattsburgh AFB,NY/AFCOMS	12,906
161	Ft. Devens, MA/TSA	12,770
162	Edgewood Arsenal, MD/TSA	12,644
163	Richmond DGSC, VA/TSA	12,586
164	Vance AFB, OK/AFCOMS	12,383
165	Whidbey Island, WA/NAVY	12,354
166	Bremerton, WA/NAVY	12,352
167	Mitchel Field, NY/NAVY	12,290
168	Charleston NWS, SC/NAVY	12,031
169	Hurlburt Fld, FL/AFCOMS	11,917
170	Mayport, FL/NAVY	11,700
171	Brunswick, ME/NAVY	11,662
172	Parris Island, SC/USMC	11,500
173	Ft. Hamilton, NY/TSA	11,400
174	Carlisle Barracks, PA/TSA	11,312
175	Myrtle AFB, SC/AFCOMS	11,272
176	Fitzsimons AMC,CO/AFCOMS	10,944
177	Yuma, AZ/USMC	10,400
178	Cecil Field, FL/NAVY	10,226
179	Gulfport, MS/NAVY	10,076
180	Treasure Island,CA/NAVY	9,696
181	Selfridge ANG Base,MI/TSA	9,687
182	New Orleans, LA/NAVY	9,600
183	Pope AFB, NC/TSA	9,587
184	Patuxent River, MD/NAVY	9,406
185	Key West, FL/NAVY	9,139
186	Barstow, CA/USMC	9,000
187	Tobyhanna, PA/TSA	9,000
188	Meridian, MS/NAVY	8,844
189	Fitzsimons AMC, CO/TSA	8,712
190	San Onofre, CA/USMC	8,700
191	Scotia, NY/NAVY	8,200
192	Ft. McPherson, GA/TSA	8,100
193	Vint Hill Farms, VA/TSA	8,088
194	Ft. Monroe, VA/TSA	8,049
195	Arnold AFS, TN/AFCOMS	8,040
196	Bangor AFB, ME/AFCOMS	7,850
197	Whiting Field, FL/NAVY	7,645
198	Point Mugu, CA/NAVY	7,520
199	Stockton, CA/NAVY	7,422
200	Lexington Blue Grass, KY/TSA	7,196
201	Yorktown, VA/NAVY	7,056
202	Rock Island Arsenal,IL/TSA	6,944
203	White Sands, NM/TSA	6,768
204	Kingsville, TX/NAVY	6,700
205	Governor's Island,NY/NAVY	6,700
206	ARDEC, PA/TSA	6,400
207	Malonee Village, NC/TSA	6,360
208	New River, NC/USMC	6,344
209	Dugway Prov. Grnds., UT/TSA	6,062
210	Yuma Prov. Grnds., AZ/TSA	6,062
211	Charles E. Kelly, PA/TSA	6,000
212	Ft. Ritchie, MD/TSA	5,500
213	Beeville, TX/NAVY	5,464
214	Lakehurst, NJ/NAVY	5,075
215	Ft. Hood II, TX/TSA	5,061
216	El Centro, CA/NAVY	4,595
217	Dahlgren, VA/NAVY	4,593
218	Sierra AD, CA/TSA	4,500
219	Athens, GA/NAVY	4,400
220	Ft. Story, VA/TSA	4,269
221	Fallon, NV/NAVY	4,000
222	China Lake, CA/NAVY	3,927
223	Seneca AD, NY/TSA	3,866
224	Oakland AB, CA/TSA	3,072
225	Gila Bend AFS,/AFCOMS	2,663
226	Crane, IN/NAVY	2,650
227	Powell AFS, WY/AFCOMS	2,566
228	Cutler, ME/NAVY	2,252
229	Wilder, ID/AFCOMS	2,100
230	Conrad, MT/AFCOMS	2,015
231	Havre, MT/AFCOMS	2,015
232	Belle Fourche,SD/AFCOMS	2,015
233	Dickinson AFS,ND/AFCOMS	2,015
234	Forsythe AFS,MT/AFCOMS	2,015
235	Winter Harbor, ME/NAVY	1,876
236	Avon Park, FL/AFCOMS	1,650
237	LaJunta AFS, CO/AFCOMS	1,488
238	Holbrook AFS, AZ/AFCOMS	708
239	Camp Merrill, GA/TSA	451

All-Service Overseas Commissary Store Rankings by Total Sq. Ft. of Sales Area

Rank	Store/Parent Organization	Total Sq.Ft.
1	Ramstein AB, GE/AFCOMS	31,468
2	Elmendorf AFB, AK/AFCOMS	28,641
3	Kadena, Okinawa/AFCOMS	27,839
4	Hickam AFB, HI/AFCOMS	26,460
5	RAF Lakenheath,UK/AFCOMS	26,142
6	Bitburg AB, GE/AFCOMS	25,815
7	Schofield Barracks, HI/TSA	25,059
8	Yongsan, Korea/TSA	24,824
9	Pearl Harbor, HI/NAVY	24,641
10	Clark AB, PI/AFCOMS	23,730
11	RAF Alconbury/AFCOMS	22,257
12	Fürth, GE/TSA	21,870
13	Misawa AB, Japan/AFCOMS	21,635
14	Osan AB, Korea/AFCOMS	21,250
15	Hahn AB, GE/AFCOMS	20,700
16	Ft. Wainwright, AK/TSA	20,353
17	Andersen AFB, G/AFCOMS	19,462
18	Rhein-Main AB, GE/AFCOMS	19,448
19	Yokota AB, Japa/AFCOMS	19,210
20	Heidelberg, GE/TSA	18,500
21	Ft. Buchan,PR/TSA	18,084
22	Frankfurt, GE/TSA	17,928
23	Schweinfurt, GE/TSA	17,833
24	RAF Greenham Co/AFCOMS	17,706
25	Vogelweh AB, GE/AFCOMS	17,344
26	Berlin, GE/TSA	17,100
27	Hanau, GE/TSA	16,813
28	Lajes Fld, AZ/AFCOMS	16,592
29	Incirlik, Turkey/AFCOMS	16,109
30	Robinson Barracks, FRG/TSA	16,073
31	Torrejon AB, Spain/AFCOMS	15,839
32	Ft. Richardson, AK/TSA	15,713
33	Camp Foster,Okin/AFCOMS	15,681
34	Guam/NAVY	15,303
35	Giessen, GE/TSA	15,015
36	Yokosuka, Japan/NAVY	14,600
37	Patch Barracks, GE/TSA	13,936
38	Würzburg, GE/TSA	13,650
40	Garlstedt, GE/TSA	13,115
41	Vilseck, GE/TSA	13,115
42	Zweibrücken, GE/TSA	13,115
43	RAF Bentwaters/AFCOMS	12,979
44	Camp Courtney/AFCOMS	12,746
45	RAF Upper Heyford/AFCOMS	12,624
46	Wiesbaden, GE/TSA	12,506
47	Soesterberg, NL/AFCOMS	12,336
48	Karlsruhe, GE/TSA	12,057
49	Corozal, Panama/TSA	11,564
50	Spangdahlem AB, GE/AFCOMS	11,561
51	Ansbach, GE/TSA	11,361

Rank	Store/Parent Organization	Total Sq.Ft.
52	Subic Bay, PI/NAVY	11,056
53	Schinnen, NL/TSA	10,893
54	Sagamihara, Japan/TSA	10,755
55	Aschaffenberg, GE/TSA	10,721
56	Aviano AB, Italy/AFCOMS	10,644
57	Chievres, Belgium/TSA	10,581
58	Bremerhaven, GE/TSA	10,458
59	Comiso AS, Italy/AFCOMS	10,422
60	Erlangen, GETSA	10,224
61	Munich, GE/TSA	10,140
62	Baumholder, GE/TSA	9,941
63	Eielson AFB, AK/AFCOMS	9,794
64	Barbers Point, HI/NAVY	9,660
65	Roosevelt Roads, PR/NAVY	9,440
66	Kitzingen, GE/TSA	9,311
67	Augsburg, GE/TSA	9,245
68	Kelley Barracks, GE/TSA	9,240
69	Menwith Hill, UK/AFCOMS	9,200
70	Bamberg, GE/TSA	9,056
71	Sigonella, Italy/NAVY	9,025
72	Darmstadt, GE/TSA	9,006
73	Iwakuni, Japan/USMC	9,000
74	Rota, Spain/NAVY	8,716
75	Mannheim, GE/TSA	8,700
76	Adak, AK/NAVY	8,480
77	Guantanamo Bay, Cuba/NAVY	8,452
78	Athens, Greece/AFCOMS	8,395
79	RAF Fairford,UK/AFCOMS	8,310
80	Sembach AB, GE/AFCOMS	8,308
81	Hellenikon, Greece/AFCOMS	8,199
82	Heilbronn, GE/TSA	8,176
83	Keflavik, Iceland/NAVY	7,784
84	Bad Kreuznach, GE/TSA	7,060
85	RAF Chicksands/AFCOMS	7,036
86	Dexheim, GE/TSA	7,028
87	Worms, GE/TSA	6,895
88	Naples/NAVY	6,804
89	Argentia, Newfoundland/NAVY	6,726
90	Fulda, GE/TSA	6,719
91	Ankara, Turkey/AFCOMS	6,642
92	Ft. Shafter, HI/TSA	6,393
93	Rheinburg, GE/TSA	6,356
94	San Vito AS, Italy/AFCOMS	6,338
95	Atsugi, Japan/NAVY	6,326
96	Ft. Greely, AK/TSA	6,290
97	Zaragoza AB, Spain/AFCOMS	6,250
98	Camp Kinser/AFCOMS	6,202
99	Bad Nauheim, GE/TSA	6,176
100	Grafenwöhr, GE/TSA	5,952
101	Gelnhausen, GE/TSA	5,871
102	Livorno, Italy/TSA	5,816
103	Pusan, Korea/TSA	5,734
104	Bermuda/NAVY	5,607
105	Neu Ulm, GE/TSA	5,431
106	Howard, Panama/TSA	5,400
107	Pirmasens, GE/TSA	5,317
108	Izmir, Turkey/AFCOMS	5,220
109	Espinar, Panama/TSA	5,200
110	Taegu, Korea/TSA	4,875
111	Holy Loch, Scotland/NAVY	4,841
112	Kunsan AB, Korea/AFCOMS	4,752
113	San Miguel, PI/NAVY	4,735
114	Illesheim, GE/TSA	4,701
115	Göppingen, GE/TSA	4,597
116	Bad Tölz, GE/TSA	4,572
117	Dhahran, Saudi Arabia/TSA	4,544
118	Wildflecken, GE/TSA	4,512
119	Riyadh, Saudi Arabia/TSA	4,507
120	Bad Aibling, GE/TSA	4,250
121	Schwäbisch Gmünd, GE/TSA	4,222
122	Iraklion, Greece/AFCOMS	4,206
123	Camp Edwards, Korea/TSA	4,205
124	Werteim, GE/TSA	4,176
125	Oslo, Norway/AFCOMS	4,032
126	RAF Wethersfield/AFCOMS	3,945
127	Camp Zama, Japan/TSA	3,852
128	Panzer, GE/TSA	3,840
129	Schwäbisch Hall, GE/TSA	3,816
130	Vicenza, Italy/TSA	3,732
131	Camp Carroll, Korea/TSA	3,560
132	Helmstedt, GE/TSA	3,534
133	Edzell, Scotland/NAVY	3,474
134	Bad Hersfeld, GE/TSA	3,390
135	Garmisch, GE/TSA	3,315
136	Cairo, Egypt/TSA	3,253
137	Sasebo, Japan/NAVY	3,208
138	Büdingen, GE/TSA	3,200
139	Hessisch-Olendorf, GE/AFCOMS	3,173
140	RAF Sculthorpe/AFCOMS	3,148
141	Schwabach, GE/TSA	3,128
142	Exmouth, Australia/NAVY	3,077
143	Camp Humphreys, Korea/TSA	3,065
144	Camp Casey, Korea/TSA	3,060
145	Hannam Village, Korea/TSA	2,950
146	Babenhausen, GE/TSA	2,878
147	Berchtesgaden, GE/TSA	2,875
148	Germersheim, GE/TSA	2,787
149	Amberg, GE/TSA	2,640
150	Hohenfels, GE/TSA	2,621
151	Münster, GE/TSA	2,487
152	Idar Obenstein, GE/TSA	2,435
153	Chinhae, Korea/NAVY	2,400
154	Crailsheim, GE/TSA	2,390
155	Sögel, GE/TSA	2,350
156	Herzo Base, GE/TSA	2,350
157	Osterholz, GE/TSA	2,350
158	Bad Kissingen, GE/TSA	2,347
159	Mildenhall,UK/AFCOMS	2,325
160	Bindlach, GE/TSA	2,244
161	Büren, GE/TSA	2,200
162	Neubrücke, GE/TSA	2,175
163	Flensburg, GE/TSA	2,130
164	Sagami, Japan/TSA	2,016
165	Fischbach, GE/TSA	1,880
166	Fliegerhorst, GE/TSA	1,780
167	Landstuhl Post, GE/AFCOMS	1,760
168	Decimomannu, Ital/AFCOMS	1,700
169	Mainz, GE/TSA	1,550
170	Prüm, GE/AFCOMS	1,546
171	Giebelstadt, GE/TSA	1,524
172	La Maddalena,Italy/NAVY	1,500
173	Trier, GE/AFCOMS	1,476
174	McCully Barracks, GE/TSA	1,440
175	RAF Burtonwood/AFCOMS	1,410
176	Camp Stanley, Korea/TSA	1,369
177	Camp Page, Korea/TSA	1,324
178	Royal Oaks, Spain/AFCOMS	1,315
179	Kirchgöns, GE/TSA	1,260
180	Nea Makri, Greece/AFCOMS	1,203
181	Wildflecken II, GE/TSA	1,029
182	Neckarsulm, GE/TSA	962
183	Camp King, GE/TSA	840
184	Camp Kure, Japan/TSA	790
185	Regensburg, GE/TSA	770
	Mainz Kastel - CDC/TSA	n/a
	Spinelli Barracks -CDC/TSA	n/a
	Panama - CDC/TSA	n/a
	Kinser CDC/AFCOMS	n/a

n/a Totals not meaningful for comparison purposes

All-Service CONUS Commissary Store Rankings by Average Monthly $ Sales/ Square Foot . . . based on FY90 Sales

Data are unadjusted for number of shopping days, and are based on official but preliminary sales reports. ©Interservice

Rank	Store/Parent Organization	Avg. Mo. $ Sales Sq.Ft.
1	Ft. Belvoir, VA/TSA	240
2	Ft. Ord, CA/TSA	189
3	Ft. Hood, TX/TSA	174
4	Oakland AB, CA/TSA	165
5	Ft. Lewis, WA/TSA	157
6	Ft. Meade, MD/TSA	155

Rank	Store/Parent Organization	Avg. Mo. $ Sales Sq.Ft.
7	Ft. Bliss, TX/TSA	155
8	Eglin AFB, FL/AFCOMS	146
9	Ft. Campbell, KY/TSA	144
10	Ft. Leonard Wood, MO/TSA	138
11	Ft. Sam Houston, TX/TSA	137
12	Selfridge ANG Base,MI/TSA	133
13	Ft. Carson, CO/TSA	127
14	Malonee Village, NC/TSA	125
15	Moffett Field, CA/NAVY	124
16	Ft. Devens, MA/TSA	123
17	Ft. Leavenworth, KS/TSA	122
18	Randolph AFB,TX/AFCOMS	121
19	Ft. Ben Harrison, IN/TSA	117
20	Luke AFB, AZ/AFCOMS	117
21	McGuire AFB, NJ/AFCOMS	117
22	Miramar, CA/NAVY	116
23	Ft. McClellan, AL/TSA	115
24	Quantico, VA/USMC	115
25	Patrick AFB, FL/AFCOMS	115
26	Ft. Benning, GA/TSA	115
27	McChord AFB, WA/AFCOMS	115
28	Charles E. Kelly, PA/TSA	114
29	March AFB. CA/AFCOMS	114
30	Norfolk, VA/NAVY	113
31	San Diego NS, CA/NAVY	113
32	Charleston NWS, SC/NAVY	112
33	Whidbey Island, WA/NAVY	112
34	Davis-Monthan AZ/AFCOMS	112
35	Ft. Ritchie, MD/TSA	111
36	Jacksonville, FL/NAVY	110
37	Langley AFB, VA/AFCOMS	110
38	Travis AFB, CA/AFCOMS	109
39	Wright-Patterson,OH/AFCOMS	109
40	George AFB, CA/AFCOMS	108
41	Ft. Knox, KY/TSA	108
42	MacDill AFB, FL/AFCOMS	108
43	Ft. Bragg, NC/TSA	107
44	Ft. Polk, LA/TSA	106
45	Pensacola, FL/NAVY	106
46	Redstone Arsenal, AL/TSA	105
47	Ft. Gordon, GA/TSA	105
48	Hurlburt Fld, FL/AFCOMS	104
49	Ft. Gillem, GA/TSA	104
50	Lackland AFB,TX/AFCOMS	103
51	Ft. Jackson, SC/TSA	101
52	Mather AFB, CA/AFCOMS	101
53	Nellis AFB, NV/AFCOMS	101
54	Ft. Hood II, TX/TSA	100
55	Scott AFB, IL/AFCOMS	100
56	Carswell AFB,/AFCOMS	100
57	Avon Park, FL/AFCOMS	99
58	McConnell AFB,/AFCOMS	99
59	Camp Pendleton, CA/USMC	99
60	Offutt AFB, NE/AFCOMS	99
61	Seattle, WA/NAVY	98
62	Ft. Rucker, AL/TSA	98
63	Oceana, VA/NAVY	98
64	Castle AFB, CA/AFCOMS	97
65	New London, CT/NAVY	97
66	Keesler AFB, MS/AFCOMS	97
67	Griffiss AFB, NY/AFCOMS	96
68	Homestead AFB, FL/AFCOMS	96
69	Barksdale AFB, LA/AFCOMS	96
70	Ft. Drum, NY/TSA	95
71	McClellan AFB, CA/AFCOMS	95
72	Beale AFB, CA/AFCOMS	93
73	Ft. Sill, OK/TSA	93
74	Bergstrom AFB,TX/AFCOMS	93
75	Peterson AFB, CO/AFCOMS	91
76	Shaw AFB, SC/AFCOMS	90
77	Little Rock AFB,AR/AFCOMS	90
78	Andrews AFB, MD/AFCOMS	89
79	Vint Hill Farms, VA/TSA	88
80	New Orleans, LA/NAVY	88
81	Myrtle AFB, SC/AFCOMS	88
82	Seymour-Johnson, NC/AFCOMS	88
83	Ft. Riley, KS/TSA	88
84	Hill AFB, UT/AFCOMS	87
85	Ft. Story, VA/TSA	86
86	Carlisle Barracks, PA/TSA	86
87	Mayport, FL/NAVY	86
88	Newport, RI/NAVY	86
89	USAF Academy, CO/AFCOMS	86
90	Lowry AFB, CO/AFCOMS	85
91	Ft. Monroe, VA/TSA	84
92	Ft. Eustis, VA/TSA	84
93	Ft. Huachuca, AZ/TSA	84
94	Alameda, CA/NAVY	84
95	Little Creek, VA/NAVY	84
96	Plattsburgh AFB,NY/AFCOMS	83
97	Tinker AFB, OK/AFCOMS	83
98	Port Hueneme, CA/NAVY	82
99	Charleston AFB, SC/AFCOMS	82
100	Camp Merrill, GA/TSA	81
101	Ft. Lee, VA/TSA	81
102	England AFB, LA/AFCOMS	80
104	Cameron Station, VA/TSA	80
105	Patuxent River, MD/NAVY	79
106	Ft. Monmouth, NJ/TSA	79
107	Walter Reed AMC, DC/TSA	79
108	Long Beach, CA/NAVY	79
109	Norton AFB, CA/AFCOMS	79
110	Ellsworth AFB,SD,/AFCOMS	78
111	Tarawa Terrace, NC/USMC	78
112	Fairchild AFB, WA/AFCOMS	78
113	Ft. Hamilton, NY/TSA	77
114	Brunswick, ME/NAVY	77
115	West Point, NY/TSA	77
116	Tyndall AFB, FL/AFCOMS	77
117	Memphis, TN/NAVY	76
118	Kirtland AFB, NM/AFCOMS	76
119	Dover AFB, DE/AFCOMS	75
120	El Toro, CA/USMC	75
121	Ft. Myer, VA/TSA	75
122	Aberdeen PG, MD/TSA	74
123	Seneca AD, NY/TSA	73
124	Presidio of S.F., CA/TSA	73
125	Bolling AFB, DC/AFCOMS	72
126	Imperial Beach, CA/NAVY	72
127	Maxwell AFB, AL/AFCOMS	71
128	Great Lakes, IL/NAVY	70
129	Bremerton, WA/NAVY	69
130	Bangor, WA/NAVY	68
131	Hadnot Point, NC/USMC	67
132	Robins AFB, GA/AFCOMS	67
133	Parris Island, SC/USMC	65
134	Portsmouth, VA/NAVY	65
135	Dyess AFB, TX/AFCOMS	65
136	Pease AFB, NH/AFCOMS	65
137	China Lake, CA/NAVY	64
138	Edwards AFB, CA/AFCOMS	64
139	Vandenberg AFB,/AFCOMS	64
140	Grand Forks AF/AFCOMS	63
141	Hunter AAF, GA/TSA	63
142	Rock Island Arsenal,/TSA	62
143	C. M. Price (GC), IL/TSA	62
144	Sheppard AFB,TX/AFCOMS	62
145	Mountain Home,ID/AFCOMS	61
146	Hanscom AFB, MA/AFCOMS	61
147	Eaker AFB, AR/AFCOMS	60
148	Williams AFB, AZ/AFCOMS	60
149	Orlando, FL/NAVY	60
150	Bangor AFB, ME/AFCOMS	58
151	Yuma, AZ/USMC	58
152	San Diego NTC, CA/NAVY	58
153	Mare Island, CA/NAVY	58
154	Gunter AFB, AL/AFCOMS	58
155	Fallon, NV/NAVY	57
156	Tobyhanna, PA/TSA	57
157	Minot AFB, ND/AFCOMS	57
158	Ft. McPherson, GA/TSA	56
159	Mitchel Field, NY/NAVY	56
160	Moody AFB, GA/AFCOMS	55
161	Ft. Stewart, GA/TSA	55
162	Athens, GA/NAVY	54
163	Goodfellow ,TX/AFCOMS	54
164	White Sands, NM/TSA	53
165	Annapolis, MD/NAVY	53
166	Twentynine Palms,CA/USMC	53
167	New River, NC/USMC	52
168	Whiting Field, FL/NAVY	52
169	Grissom AFB, IN/AFCOMS	52
170	Los Angeles CA/AFCOMS	52
171	Ft. Sheridan, IL/TSA	51
172	Holloman AFB, NM/AFCOMS	51

Rank	Store/Parent Organization	Avg. Mo. $ Sales Sq.Ft.
173	Arnold AFS, TN/AFCOMS	50
174	Fitzsimons AMC,CO/AFCOMS	50
175	Lemoore, CA/NAVY	50
176	Cannon AFB, NM/AFCOMS	50
177	Whiteman AFB,MO/AFCOMS	50
178	Malmstrom AFB, MT/AFCOMS	50
179	Cecil Field, FL/NAVY	49
180	Edgewood Arsenal, MD/TSA	49
181	Corpus Christi, TX/NAVY	49
182	Hamilton, CA/NAVY	49
183	Philadelphia, PA/NAVY	48
184	Lakehurst, NJ/NAVY	47
185	Key West, FL/NAVY	47
186	Chanute AFB, IL/AFCOMS	47
187	San Onofre, CA/USMC	46
188	North Island, CA/NAVY	46
189	K.I. Sawyer AFB,MI/AFCOMS	46
190	Altus AFB, OK/AFCOMS	46
191	F.E. Warren ,WY/AFCOMS	46
192	Loring AFB, ME/AFCOMS	45
193	Governor's Island,NY/NAVY	44
194	Gulfport, MS/NAVY	44
195	ARDEC, PA/TSA	42
196	Lexington Blue Grass, KY/TS	42
197	Brooks AFB, TX/AFCOMS	42
198	Stockton, CA/NAVY	41
199	Point Mugu, CA/NAVY	41
200	Meridian, MS/NAVY	41
201	New Cumberland, PA/TSA	41
202	Columbus AFB, MS/AFCOMS	41
203	Scotia, NY/NAVY	40
204	Wurtsmith AFB, MI/AFCOMS	40
205	Richmond DGSC, VA/TSA	38
206	Sierra AD, CA/TSA	37
207	Vance AFB, OK/AFCOMS	37
208	Albany, GA/USMC	36
209	Kelly AFB, TX/AFCOMS	36
210	Winter Harbor, ME/NAVY	35
211	Yorktown, VA/NAVY	35
212	Fitzsimons AMC, CO/TSA	35
213	Barstow, CA/USMC	34
214	Reese AFB, TX/AFCOMS	33
215	Charleston NS, SC/NAVY	32
216	Beeville, TX/NAVY	30
217	Kings Bay, GA/NAVY	29
218	Holbrook AFS, AZ/AFCOMS	28
219	Yuma Prov. Grnds., AZ/TSA	28
220	Treasure Island,CA/NAVY	28
221	Ft. Irwin, CA/TSA	28
222	Dugway Prov. Grnds., UT/TSA	27
223	LaJunta AFS, CO/AFCOMS	25
224	Cutler, ME/NAVY	25
225	Dahlgren, VA/NAVY	25
226	Laughlin AFB,TX/AFCOMS	25
227	Kingsville, TX/NAVY	24
228	El Centro, CA/NAVY	23
229	Crane, IN/NAVY	21
230	Pope AFB, NC/TSA	17
231	Ft. McNair, DC/TSA	17
232	Powell AFS, WY/AFCOMS	14
233	Belle Fourche,SD/AFCOMS	14
234	Gila Bend AFS,/AFCOMS	13
235	Wilder, ID/AFCOMS	12
236	Dickinson AFS,/AFCOMS	12
237	Forsythe AFS,/AFCOMS	10
238	Havre, MT/AFCOMS	8
239	Conrad, MT/AFCOMS	6

All-Service Overseas Commissary Store Rankings by Average Monthly $ Sales/ Square Foot . . . based on FY90 Sales

Data are unadjusted for number of shopping days, and are based on official but preliminary sales reports. ©Interservice

Rank	Store/Parent Organization	Avg. Mo. $ Sales Sq.Ft.
1	Mainz, GE/TSA	387
2	Hickam AFB, HI/AFCOMS	173
3	Vicenza, Italy/TSA	168
4	Pearl Harbor, HI/NAVY	159
5	Kirchgöns, GE/TSA	149
6	Mannheim, GE/TSA	138
7	Wiesbaden, GE/TSA	137
8	Camp Casey, Korea/TSA	130
9	Naples, Italy/NAVY	127
10	Ft. Buchan,PR/TSA	125
11	Holy Loch, Scotland/NAVY	124
12	Taegu, Korea/TSA	122
13	Hanau, GE/TSA	116
14	Corozal, Panama/TSA	113
15	Yongsan, Korea/TSA	110
16	Schofield Barracks, HI/TSA	110
17	Camp Stanley, Korea/TSA	109
18	Clark AB, PI/AFCOMS	106
19	Augsburg, GE/TSA	102
20	Subic Bay, PI/NAVY	102
21	Camp Foster/AFCOMS	101
22	Guam/NAVY	100
23	Ft. Shafter, HI/TSA	99
24	Frankfurt, GE/TSA	99
25	Ramstein AB, GE/AFCOMS	98
26	Robinson Barracks, GE/TSA	97
27	Vogelweh AB, GE/AFCOMS	96
28	Osterholz, GE/TSA	95
29	Roosevelt Roads, PR/NAVY	92
30	Fürth, GE/TSA	90
31	Baumholder, GE/TSA	89
32	Eielson AFB, AK/AFCOMS	88
33	Heidelberg, GE/TSA	88
34	Kaneohe Bay, HI/USMC	86
35	Rota, Spain/NAVY	85
36	RAF Upper Heyford/AFCOMS	85
37	Elmendorf AFB, AK/AFCOMS	85
38	La Maddalena,Italy/NAVY	84
39	Rhein-Main AB, GE/AFCOMS	83
40	Andersen AFB, G/AFCOMS	83
41	Howard, Panama/TSA	82
42	Osan AB, Korea/AFCOMS	82
43	Würzburg, GE/TSA	81
44	Pirmasens, GE/TSA	80
45	Sembach AB, GE/AFCOMS	80
46	Bamberg, GE/TSA	80
47	Barbers Point, HI/NAVY	80
48	Kadena, Okinawa/AFCOMS	77
49	Berlin, GE/TSA	75
50	Fulda, GE/TSA	74
51	Yokosuka, Japan/NAVY	74
52	Ft. Richardson, AK/TSA	74
53	Neu Ulm, GE/TSA	73
54	Bermuda/NAVY	70
55	Guantanamo Bay, Cuba/NAVY	70
56	Yokota AB, Japan/AFCOMS	68
57	RAF Bentwaters,UK/AFCOMS	67
58	Giessen, GE/TSA	67
59	Darmstadt, GE/TSA	66
60	Kitzingen, GE/TSA	66
61	Chievres, Belgium/TSA	66
62	Spangdahlem AB, GE/AFCOMS	65
63	Bad Kreuznach, GE/TSA	64
64	Munich, GE/TSA	63
65	RAF Lakenheath/AFCOMS	63
66	Camp Humphreys, Korea/TSA	62
67	Ansbach, GE/TSA	61
68	Wildflecken, GE/TSA	60
69	Bad Kissingen, GE/TSA	59
70	Livorno, Italy/TSA	58

Rank	Store/Parent Organization	Avg. Mo. $ Sales Sq.Ft.
71	Torrejon AB, Spain/AFCOMS	58
72	Hahn AB, GE/AFCOMS	57
73	Atsugi, Japan/NAVY	56
74	Bindlach, GE/TSA	55
75	Babenhausen, GE/TSA	55
76	Sasebo, Japan/NAVY	55
77	Grafenwöhr, GE/TSA	55
78	Sigonella, Italy/NAVY	55
79	Ft. Wainwright, AK/TSA	55
80	Hohenfels, GE/TSA	54
81	Bremerhaven, GE/TSA	54
82	Riyadh, Saudi Arabia/TSA	53
83	Athens, Greece/AFCOMS	53
84	Keflavik, Iceland/NAVY	52
85	Karlsruhe, GE/TSA	52
86	Camp King, GE/TSA	51
87	Cairo, Egypt/TSA	51
88	Heilbronn, GE/TSA	51
89	Adak, AK/NAVY	51
90	Sagamihara, Japan/TSA	51
91	Misawa AB, Japan/AFCOMS	51
92	Fliegerhorst, GE/TSA	50
93	Pusan, Korea/TSA	50
94	Aschaffenberg, GE/TSA	50
95	Giebelstadt, GE/TSA	49
96	Kunsan AB, Korea/AFCOMS	48
97	Bad Nauheim, GE/TSA	48
98	Patch Barracks, GE/TSA	48
99	San Vito AS, Italy/AFCOMS	47
100	Schinnen, NL/TSA	47
101	Schweinfurt, GE/TSA	47
102	Aviano AB, Italy/AFCOMS	46
103	Crailsheim, GE/TSA	45
104	Schwäbisch Gmünd, GE/TSA	45
105	Göppingen, GE/TSA	45
106	Izmir, Turkey/AFCOMS	45
107	Zweibrücken, GE/TSA	45
108	Mildenhall, UK/AFCOMS	44
109	Worms, GE/TSA	44
110	Illesheim, GE/TSA	43
111	Gelnhausen, GE/TSA	43
112	Zaragoza AB, Spain/AFCOMS	43
113	Royal Oaks, Spain/AFCOMS	42
114	Edzell, Scotland/NAVY	42
115	Vilseck, FRG/TSA	42
116	Bitburg AB, GE/AFCOMS	42
117	Wildflecken II, GE/TSA	41
118	Iraklion, Greece/AFCOMS	41
119	Ankara, Turkey/AFCOMS	41
120	Camp Page, Korea/TSA	40
121	Espinar, Panama/TSA	40
122	Amberg, GE/TSA	39
123	Camp Zama, Japan/TSA	39
124	Bad Hersfeld, GE/TSA	38
125	RAF Chicksands/AFCOMS	38
126	Hessisch-Olendorf, GE/AFCOMS	37
127	Herzo Base, GE/TSA	35
128	Camp Carroll, Korea/TSA	35
129	Soesterberg, NL/AFCOMS	34
130	Werteim, GE/TSA	33
131	Incirlik, Turkey/AFCOMS	33
132	RAF Alconbury,UK/AFCOMS	33
133	Landstuhl Post, GE/AFCOMS	32
134	Büdingen, GE/TSA	32
135	Iwakuni, Japan/USMC	32
136	Lajes Fld, Azores/AFCOMS	32
137	Hannam Village, Korea/TSA	31
138	Bad Aibling, GE/TSA	31
139	Ft. Greely, AK/TSA	31
140	RAF Fairford,UK/AFCOMS	31
141	Camp Kinser,Okin/AFCOMS	30
142	Garmisch, GE/TSA	29
143	Schwäbisch Hall, GE/TSA	29
144	Camp Edwards, Korea/TSA	29
145	Kelley Barracks, GE/TSA	29
146	Schwabach, GE/TSA	28
147	Oslo, Norway/AFCOMS	28
148	Comiso AS, Italy/AFCOMS	28
149	Neubrücke, GE/TSA	27
150	Bad Tölz, GE/TSA	26
151	Dhahran, Saudi Arabia/TSA	26
152	Camp Courtney/AFCOMS	26
153	Panzer, GE/TSA	25
154	Menwith Hill,UK/AFCOMS	25
155	Berchtesgaden, GE/TSA	24
156	Chinhae, Korea/NAVY	23
157	San Miguel, PI/NAVY	23
158	RAF Greenham Com/AFCOMS	23
159	Idar Obenstein, GE/TSA	22
160	RAF Wethersfiel/AFCOMS	22
161	Nea Makri, Greece/AFCOMS	21
162	Decimomannu, Italy/AFCOMS	21
163	Exmouth, Australia/NAVY	21
164	Dexheim, GE/TSA	20
165	Erlangen, GE/TSA	20
166	McCully Barracks, GE/TSA	19
167	Münster, GE/TSA	18
168	Flensburg, GE/TSA	17
169	Neckarsulm, GE/TSA	16
170	RAF Burtonwood/AFCOMS	16
171	Germersheim, GE/TSA	16
172	Sögel, GE/TSA	14
173	Sagami, Japan/TSA	13
174	Rheinburg, GE/TSA	13
175	Prüm, GE/AFCOMS	12
176	Argentia, Newfoundland/NAVY	12
177	Trier, GE/AFCOMS	11
178	Regensburg, GE/TSA	11
179	Büren, GE/TSA	9
180	Fischbach, GE/TSA	9
181	RAF Sculthorpe,UK/AFCOMS	7
182	Camp Kure, Japan/TSA	6
183	Helmstedt, GE/TSA	4
184	Hellenikon, Greece/AFCOMS	1
	Panama - CDC/TSA	n/a
	Kinser CDC/AFCOMS	n/a
	Garlstedt, GE/TSA	n/a
	Mainz Kastel - CDC/TSA	n/a
	Spinelli Barracks -CDC/TSA	n/a

n/a Totals not meaningful for comparison purposes

All-Service CONUS Commissary Store Rankings by ACV. . . based on FY90 Sales

The ACV (All Commodity Volume) represents a store's share of the total combined sales of all CONUS commissaries. Data are unadjusted for number of shopping days, and are based on official but preliminary sales reports. ©Interservice

Rank	Store/Parent Organization	ACV
1	Ft. Belvoir, VA/TSA	1.58
2	MacDill AFB, FL/AFCOMS	1.55
3	McChord AFB, WA/AFCOMS	1.44
4	Ft. Hood, TX/TSA	1.32
5	Carswell AFB/AFCOMS	1.29
6	McGuire AFB, NJ/AFCOMS	1.27
7	Ft. Lewis, WA/TSA	1.26
8	Ft. Bliss, TX/TSA	1.24
9	Ft. Meade, MD/TSA	1.19
10	Miramar, CA/NAVY	1.19
11	Wright-Patterson,OH/AFCOMS	1.11
12	Lackland AFB, TX/AFCOMS	1.10
13	Langley AFB, VA/AFCOMS	1.10
14	Ft. Bragg, NC/TSA	1.09
15	Nellis AFB, NV/AFCOMS	1.06
16	San Diego NS, CA/NAVY	1.05
17	Randolph AFB, TX/AFCOMS	1.04
18	Tinker AFB, OK/AFCOMS	1.03
19	Ft. Benning, GA/TSA	1.00
20	Travis AFB, CA/AFCOMS	0.99

Rank	Store/Parent Organization	ACV
21	Andrews AFB, MD/AFCOMS	0.97
22	Ft. Campbell, KY/TSA	0.97
23	Patrick AFB, FL/AFCOMS	0.94
24	Ft. Ord, CA/TSA	0.91
25	Scott AFB, IL/AFCOMS	0.90
26	Eglin AFB, FL/AFCOMS	0.90
27	Kirtland AFB, NM/AFCOMS	0.89
28	McClellan AFB, CA/AFCOMS	0.88
29	Bergstrom AFB, TX/AFCOMS	0.88
30	Norfolk, VA/NAVY	0.87
31	Offutt AFB, NE/AFCOMS	0.85
32	Ft. Knox, KY/TSA	0.85
33	Lowry AFB, CO/AFCOMS	0.84
34	Keesler AFB, MS/AFCOMS	0.83
35	Barksdale AFB, LA/AFCOMS	0.81
36	Oceana, VA/NAVY	0.81
37	Little Creek, VA/NAVY	0.80
38	Jacksonville, FL/NAVY	0.79
39	Davis-Monthan, AZ/AFCOMS	0.78
40	Norton AFB, CA/AFCOMS	0.77
41	Peterson AFB, CO/AFCOMS	0.77
42	Mather AFB, CA/AFCOMS	0.76
43	Luke AFB, AZ/AFCOMS	0.74
44	Imperial Beach, CA/NAVY	0.74
45	March AFB, CA/AFCOMS	0.73
46	Ft. Sill, OK/TSA	0.73
47	Ft. Jackson, SC/TSA	0.73
48	Little Rock AFB, AR/AFCOMS	0.72
49	Ft. Carson, CO/TSA	0.71
50	Homestead AFB, FL/AFCOMS	0.70
51	Ft. Sam Houston, TX/TSA	0.70
52	Camp Pendleton, CA/USMC	0.68
53	Cameron Station, VA/TSA	0.67
54	Charleston AFB, SC/AFCOMS	0.66
55	Pensacola, FL/NAVY	0.65
56	Fairchild AFB, WA/AFCOMS	0.63
57	Ft. Gordon, GA/TSA	0.62
58	Hill AFB, UT/AFCOMS	0.60
59	Maxwell AFB, AL/AFCOMS	0.60
60	Ft. Gillem, GA/TSA	0.60
61	Quantico, VA/USMC	0.60
62	Moffett Field, CA/NAVY	0.60
63	Redstone Arsenal, AL/TSA	0.59
64	Ft. Rucker, AL/TSA	0.58
65	Bolling AFB, DC/AFCOMS	0.57
66	New London, CT/NAVY	0.56
67	Long Beach, CA/NAVY	0.56
68	Ft. Lee, VA/TSA	0.54
69	Tyndall AFB, FL/AFCOMS	0.53
70	Walter Reed AMC, DC/TSA	0.53
71	Castle AFB, CA/AFCOMS	0.52
72	Ft. Leavenworth, KS/TSA	0.52
73	Ft. Myer, VA/TSA	0.52
74	Ft. Riley, KS/TSA	0.51
75	Alameda, CA/NAVY	0.51
76	El Toro, CA/USMC	0.50
77	Hanscom AFB, MA/AFCOMS	0.49
78	Robins AFB, GA/AFCOMS	0.49
79	Ft. Leonard Wood, MO/TSA	0.49
80	Dover AFB, DE/AFCOMS	0.48
81	Pease AFB, NH/AFCOMS	0.48
82	Orlando, FL/NAVY	0.48
83	Ft. Drum, NY/TSA	0.47
84	Ft. Polk, LA/TSA	0.46
85	Ft. McClellan, AL/TSA	0.46
86	Sheppard, TX/AFCOMS	0.45
87	Vandenberg, CA/AFCOMS	0.45
88	Williams AFB, AZ/AFCOMS	0.45
89	Presidio of S.F., CA/TSA	0.45
90	Memphis, TN/NAVY	0.45
91	Ft. Huachuca, AZ/TSA	0.44
92	Ft. Monmouth, NJ/TSA	0.43
93	Ft. Eustis, VA/TSA	0.43
94	McConnell, KS /AFCOMS	0.42
95	Griffiss AFB, NY/AFCOMS	0.42
96	Ft. Ben Harrison, IN/TSA	0.42
97	Ft. Devens, MA/TSA	0.42
98	Shaw AFB, SC/AFCOMS	0.41
99	Ft. Stewart, GA/TSA	0.41
100	Seymour-Johnson/AFCOMS	0.40
101	Cherry Point, NC/USMC	0.40
102	Dyess AFB, TX/AFCOMS	0.39
103	Edwards AFB, CA/AFCOMS	0.39
104	Beale AFB, CA/AFCOMS	0.38
105	George AFB, CA/AFCOMS	0.38
106	USAF Academy/AFCOMS	0.38
107	Tarawa Terrace, NC/USMC	0.38
108	Seattle, WA/NAVY	0.38
109	Bangor, WA/NAVY	0.38
110	West Point, NY/TSA	0.37
111	Whidbey Island, WA/NAVY	0.37
112	Portsmouth, VA/NAVY	0.37
113	Ellsworth AFB, SD/AFCOMS	0.36
114	Charleston NWS, SC/NAVY	0.36
115	Great Lakes, IN/NAVY	0.35
116	Chanute AFB, IL/AFCOMS	0.33
117	Hurlburt Fld, FL/AFCOMS	0.33
118	Holloman AFB, NM/AFCOMS	0.33
119	Newport, RI/NAVY	0.33
120	Port Hueneme, CA/NAVY	0.33
121	Malmstrom AFB, MT/AFCOMS	0.32
122	Los Angeles, CA/AFCOMS	0.32
123	C. M. Price (GC), IL/TSA	0.32
124	Selfridge ANG Base, MI/TSA	0.32
125	England AFB, LA/AFCOMS	0.31
126	Hadnot Point, NC/USMC	0.30
127	F.E. Warren,WY/AFCOMS	0.29
128	Hunter AAF, GA/TSA	0.29
129	Plattsburgh AFB,NY/AFCOMS	0.28
130	Aberdeen PG, MD/TSA	0.28
131	Mountain Home, ID/AFCOMS	0.27
132	Grand Forks AFB/AFCOMS	0.27
133	Gunter AFB, AL/AFCOMS	0.27
134	Mayport, FL/NAVY	0.27
135	Moody AFB, GA/AFCOMS	0.26
136	Myrtle AFB, SC/AFCOMS	0.26
137	Carlisle Barracks, PA/TSA	0.26
138	Mare Island, CA/NAVY	0.26
139	Goodfellow,TX/AFCOMS	0.25
140	Whiteman, MO/AFCOMS	0.25
141	Hamilton, CA/NAVY	0.25
142	Altus AFB, OK/AFCOMS	0.24
143	Grissom AFB, IN/AFCOMS	0.24
144	Cannon AFB, NM/AFCOMS	0.24
145	Brunswick, ME/NAVY	0.24
146	Minot AFB, ND/AFCOMS	0.23
147	Loring AFB, ME/AFCOMS	0.23
148	Wurtsmith AFB, MI/AFCOMS	0.23
149	Columbus AFB, MS/AFCOMS	0.23
150	Ft. Sheridan, IL/TSA	0.23
151	Ft. Hamilton, NY/TSA	0.23
152	Bremerton, WA/NAVY	0.23
153	New Orleans, LA/NAVY	0.23
154	Eaker AFB, AR/AFCOMS	0.22
155	Twentynine Palms, CA/USMC	0.22
156	Charleston NS, SC/NAVY	0.22
157	Philadelphia, PA/NAVY	0.22
158	Lemoore, CA/NAVY	0.22
159	K.I. Sawyer, MI/AFCOMS	0.21
160	Fitzsimons AMC, CO/TSA	0.21
161	Maloney Village, NC/TSA	0.21
162	San Diego NTC, CA/NAVY	0.21
163	Parris Island, SC/USMC	0.20
164	Patuxent River, MD/NAVY	0.20
165	Vint Hill Farms, VA/TSA	0.19
166	Annapolis, MD/NAVY	0.19
167	Brooks AFB, TX/AFCOMS	0.18
168	Kelly AFB, TX/AFCOMS	0.18
169	Charles E. Kelly, PA/TSA	0.18
170	Ft. Monroe, VA/TSA	0.18
171	Mitchel Field, NY/NAVY	0.18
172	Corpus Christi, TX/NAVY	0.18
173	North Island, CA/NAVY	0.18
174	Reese AFB, TX/AFCOMS	0.17
175	Ft. Irwin, CA/TSA	0.17
176	Edgewood Arsenal, MD/TSA	0.16
177	Ft. Ritchie, MD/TSA	0.16
178	Yuma, AZ/USMC	0.16
179	New Cumberland, PA/TSA	0.15
180	Fitzsimons AMC/AFCOMS	0.14
181	Tobyhanna, PA/TSA	0.14
182	Ft. Hood II, TX/TSA	0.13
183	Richmond DGSC, VA/TSA	0.13
184	Oakland AB, CA/TSA	0.13
185	Albany, GA/USMC	0.13
186	Cecil Field, FL/NAVY	0.13
187	Kings Bay, GA/NAVY	0.13
188	Laughlin AFB, TX/AFCOMS	0.12
189	Vance AFB, OK/AFCOMS	0.12
190	Bangor AFB, ME/AFCOMS	0.12
191	Ft. McPherson, GA/TSA	0.12

Rank	Store/Parent Organization	ACV
192	Gulfport, MS/NAVY	0.12
193	Arnold AFS, TN/AFCOMS	0.11
194	Rock Island Arsenal/TSA	0.11
195	San Onofre, CA/USMC	0.11
196	Key West, FL/NAVY	0.11
197	Whiting Field, FL/NAVY	0.11
198	Ft. Story, VA/TSA	0.10
199	Meridian, MS/NAVY	0.10
200	White Sands, NM/TSA	0.09
201	New River, NC/USMC	0.09
202	Scotia, NY/NAVY	0.09
203	Ft. McNair, DC/TSA	0.08
204	Seneca AD, NY/TSA	0.08
205	Lexington Blue Grass, KY/TSA	0.08
206	Barstow, CA/USMC	0.08
207	Governor's Island, NY/NAVY	0.08
208	Stockton, CA/NAVY	0.08
209	Point Mugu, CA/NAVY	0.08
210	ARDEC, PA/TSA	0.07
211	Yorktown, VA/NAVY	0.07
212	Treasure Island, CA/NAVY	0.07
213	China Lake, CA/NAVY	0.07
214	Athens, GA/NAVY	0.06
215	Lakehurst, NJ/NAVY	0.06

Rank	Store/Parent Organization	ACV
216	Fallon, NV/NAVY	0.06
217	Yuma Prov. Grnds., AZ/TSA	0.05
218	Avon Park, FL/AFCOMS	0.04
219	Pope AFB, NC/TSA	0.04
220	Dugway Prov. Grnds., UT/TSA	0.04
221	Sierra AD, CA/TSA	0.04
222	Beeville, TX/NAVY	0.04
223	Kingsville, TX/NAVY	0.04
224	Dahlgren, VA/NAVY	0.03
225	El Centro, CA/NAVY	0.03
226	Cutler, ME/NAVY	0.02
227	Winter Harbor, ME/NAVY	0.02
228	Crane, IN/NAVY	0.02
229	Powell AFS, WY/AFCOMS	0.01
230	Wilder, ID/AFCOMS	0.01
231	Belle Fourche, SD/AFCOMS	0.01
232	Dickinson AFS, ND/AFCOMS	0.01
233	Forsythe AFS, MT/AFCOMS	0.01
234	Gila Bend AFS,AZ/AFCOMS	0.01
235	Holbrook AFS, AZ/AFCOMS	0.01
236	LaJunta AFS, CO/AFCOMS	0.01
237	Camp Merrill, GA/TSA	0.01
238	Conrad, MT/AFCOMS	0.00
239	Havre, MT/AFCOMS	0.00

All-Service Overseas Commissary Store Rankings by ACV. . . based on FY90 Sales

The ACV (All Commodity Volume) represents a store's share of the total combined sales of all CONUS commissaries. Data are unadjusted for number of shopping days, and are based on official but preliminary sales reports. ©Interservice

Rank	Store/Parent Organization	ACV
1	Hickam AFB, HI/AFCOMS	4.13
2	Pearl Harbor, HI/NAVY	3.54
3	Ramstein AB, GE/AFCOMS	2.80
4	Schofield Barracks, HI/TSA	2.49
5	Yongsan, Korea/TSA	2.47
6	Clark AB, PI/AFCOMS	2.28
7	Elmendorf AFB, AK/AFCOMS	2.21
8	Ft. Buchan,PR/TSA	2.05
9	Kadena, Okinawa/AFCOMS	1.94
10	Fürth, GE/TSA	1.79
11	Hanau, GE/TSA	1.77
12	Frankfurt GE/TSA	1.60
13	Osan AB, Korea/AFCOMS	1.57
14	Wiesbaden, GE/TSA	1.55
15	Vogelweh AB, GE/AFCOMS	1.50
16	RAF Lakenheath/AFCOMS	1.50
17	Heidelberg, GE/TSA	1.48
18	Rhein-Main AB, GE/AFCOMS	1.46
19	Andersen AFB, Guam/AFCOMS	1.46
20	Camp Foster,Okin/AFCOMS	1.43

Rank	Store/Parent Organization	ACV
21	Robinson Barracks, GE/TSA	1.41
22	Guam/NAVY	1.39
23	Corozal, Panama/TSA	1.19
24	Yokota AB, Japan/AFCOMS	1.18
25	Berlin, GE/TSA	1.16
26	Mannheim, GE/TSA	1.09
27	Hahn AB, GE/AFCOMS	1.07
28	Ft. Richardson, AK/TSA	1.05
29	Kaneohe Bay, HI/USMC	1.04
30	Subic Bay, PI/NAVY	1.02
31	Ft. Wainwright, AK/TSA	1.01
32	Misawa AB, Japan/AFCOMS	1.00
33	Würzburg, GE/TSA	1.00
34	Bitburg AB, GE/AFCOMS	0.99
35	Yokosuka, Japan/NAVY	0.98
36	RAF Upper Heyford/AFCOMS	0.97
37	Giessen, GE/TSA	0.91
38	Augsburg, GE/TSA	0.85
39	Torrejon AB, Spain/AFCOMS	0.84
40	Baumholder, GE/TSA	0.80

Rank	Store/Parent Organization	ACV
41	Eielson AFB, AK/AFCOMS	0.78
42	RAF Bentwaters/AFCOMS	0.78
43	Naples, Italy/NAVY	0.78
44	Roosevelt Roads, PR/NAVY	0.78
45	Schweinfurt, GE/TSA	0.76
46	Barbers Point, HI/NAVY	0.70
47	Spangdahlem AB, GE/AFCOMS	0.67
48	Rota, Spain/NAVY	0.67
49	RAF Alconbury/AFCOMS	0.66
50	Bamberg, GE/TSA	0.66
51	Chievres, Belgium/TSA	0.63
52	Ansbach, GE/TSA	0.62
53	Patch Barracks, GE/TSA	0.61
54	Sembach AB, GE/AFCOMS	0.60
55	Karlsruhe, GE/TSA	0.57
56	Munich, GE/TSA	0.57
57	Vicenza, Italy/TSA	0.57
58	Ft. Shafter, HI/TSA	0.57
59	Kitzingen, GE/TSA	0.55
60	Darmstadt, GE/TSA	0.54
61	Mainz, GE/TSA	0.54
62	Taegu, Korea/TSA	0.54
63	Holy Loch, Scotland/NAVY	0.54
64	Kinser CDC/AFCOMS	0.53
65	Zweibrücken, GE/TSA	0.53
66	Guantanamo Bay, Cuba/NAVY	0.53
67	Bremerhaven, GE/TSA	0.51
68	Vilseck, GE/TSA	0.50
69	Sagamihara, Japan/TSA	0.50
70	Aschaffenberg, GE/TSA	0.49
71	Incirlik, Turkey/AFCOMS	0.48
72	Lajes Fld, AZ/AFCOMS	0.48
73	Schinnen, NL/TSA	0.46
74	Fulda, GE/TSA	0.45
75	Sigonella, Italy/NAVY	0.45
76	Aviano AB, Italy/AFCOMS	0.44
77	Bad Kreuznach, GE/TSA	0.41
78	Athens, Greece/AFCOMS	0.40
79	Howard, Panama/TSA	0.40
80	Pirmasens, GE/TSA	0.39
81	Adak, AK/NAVY	0.39
82	Soesterberg, NL/AFCOMS	0.37
83	Heilbronn, GE/TSA	0.37
84	Keflavik, Iceland/NAVY	0.37
85	RAF Greenham Co/AFCOMS	0.36
86	Neu Ulm, GE/TSA	0.36
87	Camp Casey, Korea/TSA	0.36
88	Bermuda/NAVY	0.36
89	Atsugi, Japan/NAVY	0.32
90	Livorno, Italy/TSA	0.31
91	Camp Courtney/AFCOMS	0.30
92	Grafenwöhr, GE/TSA	0.30
93	San Vito AS, Italy/AFCOMS	0.27
94	Bad Nauheim, GE/TSA	0.27
95	Worms, GE/TSA	0.27
96	Comiso AS, Italy/AFCOMS	0.26
97	Pusan, Korea/TSA	0.26

Rank	Store/Parent Organization	ACV
98	Iwakuni, Japan/USMC	0.26
99	Ankara, Turkey/AFCOMS	0.25
100	Kelley Barracks, GE/TSA	0.25
101	Wildflecken, GE/TSA	0.25
102	Zaragoza AB, Spain/AFCOMS	0.24
103	RAF Chicksands/AFCOMS	0.24
104	RAF Fairford,UK/AFCOMS	0.23
105	Gelnhausen, GE/TSA	0.23
106	Riyadh, Saudi Arabia/TSA	0.22
107	Izmir, Turkey/AFCOMS	0.21
108	Menwith Hill, UK/AFCOMS	0.21
109	Kunsan AB, Korea/AFCOMS	0.21
110	Osterholz, GE/TSA	0.20
111	Erlangen, GE/TSA	0.19
112	Göppingen, GE/TSA	0.19
113	Espinar, Panama/TSA	0.19
114	Illesheim, GE/TSA	0.18
115	Ft. Greely, AK/TSA	0.18
116	Camp Kinser, Oki/AFCOMS	0.17
117	Kirchgöns, GE/TSA	0.17
118	Schwäbisch Gmünd, GE/TSA	0.17
119	Panama - CDC/TSA	0.17
120	Camp Humphreys, Korea/TSA	0.17
121	Iraklion, Greece/AFCOMS	0.16
122	Sasebo, Japan/NAVY	0.16
123	Cairo, Egypt/TSA	0.15
124	Babenhausen, GE/TSA	0.14
125	Camp Zama, Japan/TSA	0.14
126	Bad Kissingen, GE/TSA	0.13
127	Dexheim, GE/TSA	0.13
128	Hohenfels, GE/TSA	0.13
129	Werteim, GE/TSA	0.13
130	Camp Stanley, Korea/TSA	0.13
131	Edzell, Scotland/NAVY	0.13
132	Bad Hersfeld, GE/TSA	0.12
133	Bad Aibling, GE/TSA	0.12
134	Bindlach, GE/TSA	0.11
135	Bad Tölz, GE/TSA	0.11
136	Dhahran, Saudi Arabia/TSA	0.11
137	Camp Edwards, Korea/TSA	0.11
138	Camp Carroll, Korea/TSA	0.11
139	La Maddalena, Italy/NAVY	0.11
140	Hessisch-Olendorf, GE/AFCOMS	0.10
141	Oslo, Norway/AFCOMS	0.10
142	Crailsheim, GE/TSA	0.10
143	Schwäbisch Hail, GE/TSA	0.10
144	San Miguel, PI/NAVY	0.10
145	Mildenhall, UK/AFCOMS	0.09
146	Büdingen, GE/TSA	0.09
147	Amberg, GE/TSA	0.09
148	Garmisch, GE/TSA	0.09
149	Panzer, GE/TSA	0.09
150	RAF Wethersfield, UK/AFCOMS	0.08
151	Fliegerhorst, GE/TSA	0.08
152	Rheinburg, GE/TSA	0.08
153	Schwabach, GE/TSA	0.08
154	Hannam Village, Korea/TSA	0.08
155	Giebelstadt, GE/TSA	0.07
156	Herzo Base, GE/TSA	0.07
157	Argentia, Newfoundland/NAVY	0.07
158	Berchtesgaden, GE/TSA	0.06
159	Exmouth, Australia/NAVY	0.06
160	Landstuhl Post, GE/AFCOMS	0.05
161	Royal Oaks, Spain/AFCOMS	0.05
162	Idar Obenstein, GE/TSA	0.05
163	Neubrücke, GE/TSA	0.05
164	Spinelli Barracks -CDC/TSA	0.05
165	Camp Page, Korea/TSA	0.05
166	Chinhae, Korea/NAVY	0.05
167	Camp King, GE/TSA	0.04
168	Germersheim, GE/TSA	0.04
169	Münster, GE/TSA	0.04
170	Wildflecken II, GE/TSA	0.04
171	Decimomannu, Italy/AFCOMS	0.03
172	Flensburg, GE/TSA	0.03
173	McCully Barracks, GE/TSA	0.03
174	Sögel, GE/TSA	0.03
175	Nea Makri, Greece/AFCOMS	0.02
176	RAF Burtonwood/AFCOMS	0.02
177	RAF Sculthorpe/AFCOMS	0.02
178	Büren, GE/TSA	0.02
179	Fischbach, GE/TSA	0.02
180	Mainz Kastel - CDC/TSA	0.02
181	Sagami, Japan/TSA	0.02
182	Prüm, GE/AFCOMS	0.01
183	Trier, GE/AFCOMS	0.01
184	Hellenikon, Greece/AFCOMS	0.01
185	Helmstedt, GE/TSA	0.01
186	Neckarsulm, GE/TSA	0.01
187	Regensburg, GE/TSA	0.01
188	Garlstedt, GE/TSA	
189	Camp Kure, Japan/TSA	0.00

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SUMMER 1991

FISH AND SEAFOOD WILL BE REALLY HOT THIS SUMMER

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- Voluntary Price Reductions
- Ships Stores
- Seafood Marketing

SPECIAL REPORT
ALA's Annual Manufacturers' Reps & Distributors Directories

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wrong? 3) What do we have to do?

General St. Arnaud said the forum was valuable in identifying areas that need attention.

"For example, we found out that stock selection just before closing, especially in the produce and meat markets, can be a real sore spot. On the other hand, we get high marks for providing good value, having clean stores, and, in most cases, courteous employees," he said.

"We're going to now take a more detailed look at the comments that came out of the forum. The forum was largely a good chance to get into the subjective part of the issue. Our second step is to now assess the importance of the issues to customer service, then figure out a way to measure these areas and turn it into something useful," General St. Arnaud said.

Process action team members are now meeting regularly to ascertain what variables in the customer service process lend themselves to some sort of statistical measurement. The initial results of this PAT were briefed at the second meeting of the Defense Commissary Advisory Board. The final results will be incorporated into an overall DeCA customer service enhancement program. ■

CORRECTIONS
SPRING 1991 INTERSERVICE

Page 76 —SURCHARGE EXPENSE DISTRIBUTION

Surcharge collections (in millions) FY 90	AFCOMS $140.0 Obligation	Percent	TSA $102.5 Obligation	Percent	Navy $50.5 Obligation	Percent
Construction	$15.3	10.9	$28.3	27.6	$12.2	24.2
Utilities	$13.3	9.5	$11.6	11.4	$ 8.0	15.8
Maintenance	$18.0	12.9	$22.6	22.1	$ 7.3	14.5
Operating & Office Supplies	$36.2	25.9	$16.8	16.4	$10.9	21.6
Equipment	$ 7.0	5.0	$11.5	11.2	$ 1.2	2.4
Total Obligated	$89.8	64.2	$90.9	88.7	$39.6	78.4
Total Unobligated	$50.2	35.8	$11.6	11.3	$10.9	21.6
Total	**$140.0**	**100.0%**	**$102.5**	**100.0%**	**$50.5**	**100.0%**

Due to construction moratorium, total earnings were not obligated.

Apologies to MAMI.

Pages 77 - 81 — TOTAL CONUS DOLLAR SALES TRENDS

Column headings TSA Percent Change '89 vs '90 and NAVRESSO Percent Change '89 vs '90 were transposed.

Page 80 — DRY GROCERY: SNACK FOODS

Totals for **Popped Popcorn** were mixed up. Total CONUS Dollar Sales should have been $698,677 and Total CONUS Percent Change should have been 86.1%.

Fish: It Is a Discovery Process

By Steve Clyburn

If you want to sell more fish, the key ingredient is knowledge—your customers', and your own. Americans' appetite for fish and shell fish has grown larger and more sophisticated, but many still do not know how to use this food—and some are a bit afraid of it. As new seafood products flood the market, military and industry experts say commissary officers do not need to know so much "What will sell" as they do "How to sell."

Products Abound

A case in point are commissary fresh seafood counters. While they carry the old reliables, such as perch, flounder, and scallops, one top seller on the east and west coasts is orange roughy.

Orange roughy?

"When I started marketing this deep ocean perch to commissaries a few years ago, some buyers joked, 'Hey, I didn't know you sold cheese'," says Vaughn Clark, military sales director for Galletti Brothers. "Now, it's in demand everywhere."

Depending where you live, so are grouper, spot, hake, whiting, pollock, salmon, mullet, carp, eel, croaker, northern pike, lake perch, walleye, tullibee, goldeye, inconnu, sturgeon, catfish, swordfish, blue gill, bass, sea bass, tilapia, crawfish, sole, monkfish, nile perch, shark, langostinos, lobster, clams, oysters, mussels, squid, octopus, abalone, gooeyducks, and blue, alaska, and dungeness crab.

What about shrimp? It now comes in so many new forms that making the right selection can be problematic. Fresh, frozen, cooked, spiced, dried, microwaveable, canned, whole, stuffed, heads on or off, peeled and deveined, breaded, salad, chips, and dip — something for everybody.

Even canned seafood offers choices a host of choices. Tuna comes in water, in oil, albacore, yellowfin, low sodium, and with or without the "Dolphin Safe" label. Sardines can be had in mustard, tomato, and spicy sauces, and five types of oil, while salmon, pickled herring, mackerel, caviar, mussels, and smoked oysters remain perennial favorites.

Surimi, a mixture of crabmeat and fish, was unknown just a few years ago. Now it's now one of the fastest growing seafood categories, in flavors and textures such as crab meat, king crab legs, lobster flakes, and even hotdogs.

Finally, don't be surprised to see alligator salesmen knocking at your door. It's off the endangered species list, and tastes great. Alligator farmers say production of this saurian "seafood" may be spurred by artificial insemination, which indicates the risks they're taking to grow this market.

That's only part of the growing list of changes in this market. But while change means more choices, it also has caused rough sailing for parts of the industry, and no little confusion among retailers and consumers.

Changing Numbers

"In 40 years of selling fish, I've seen America's seafood habits change from a ritual around Lent, or something poor people and ethnic groups ate," says Mr. Clark. "Now, nearly every consumer segment in the country eats more seafood. Per capita consumption increased 25 percent in the past decade, and estimates are that it will go up another 25 percent by the year 2000."

A look at government statistics bears this out, and shows the source of growth. In 1980 Americans ate 12.8 pounds of fish

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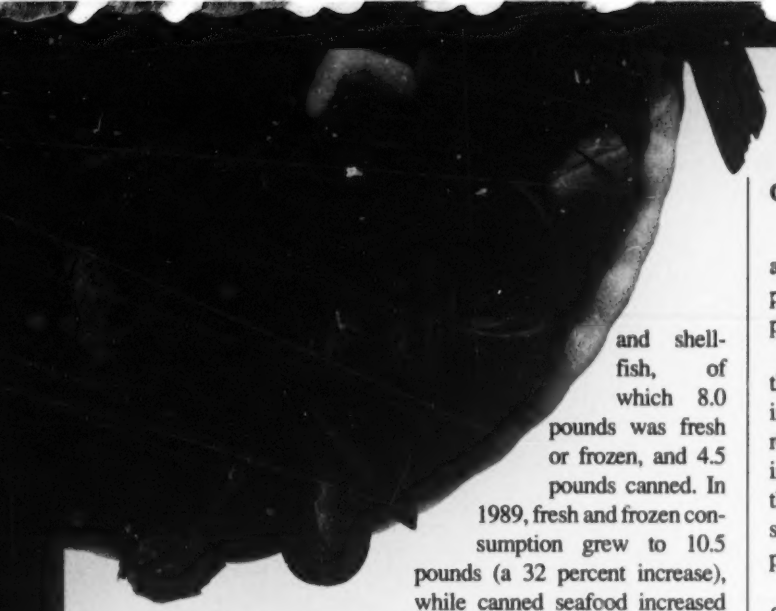

and shellfish, of which 8.0 pounds was fresh or frozen, and 4.5 pounds canned. In 1989, fresh and frozen consumption grew to 10.5 pounds (a 32 percent increase), while canned seafood increased only to 5.1 pounds (about 12 percent). Cured seafood sales declined during this period.Reasons given for the increase in fresh and frozen fish sales include better distribution networks, more easy-to-prepare products, and consumer concern for losing weight and staying healthy. But much of the growth has come in restaurants; retail sales have increased at a less heady pace.

According to Richard Macheske, Director of Military Sales for PET, Inc., "There's a shift to 'natural' fish: no batters or breading, just the fillet. People who understand this product know that broiling is a simple, low-calorie alternative to other forms."

How are military commissaries doing with their seafood sales? For the past two years, sales of frozen and canned seafood have been down, or simply stable, while microwaveable products sales have increased (see Box). Figures are not available on fresh seafood sales, though some vendors and commissary experts these have increased markedly.

There is some speculation that increases in fresh seafood sales have cut into frozen and canned sales. However, some think fresh seafood in commissaries may actually increase frozen sales, if not now, then in the future. "People may first try a type of fish fresh, and like it. But that species may not be available fresh year 'round, so they buy it frozen," says Mr. Clark.

Consumer Perceptions

First, let's agree that most consumers probably think fish is a healthy food, with less calories and cholesterol than many protein sources. Second, we'll take the position that most people like seafood, if it is prepared the right way.

Fair enough, but these factors do less good than you might think in retail seafood sales. If health was *the* great motivator in this market, we'd be eating seafood seven times a week, and retail sales would be skyrocketing. We don't, and retail sales increases lag behind restaurants, where someone else prepares the meal. So let's deal with the real issues of selling retail seafood: consumer preference, price, fears, and the discovery process.

Even heavy consumers of seafood often voice a preference for red meat and chicken, according to focus group research conducted by the U.S. Department of Commerce. One reason is what people grew up eating. We tend to like what Mom served, but for many Americans, fish wasn't on the dinner table all that often. So eating seafood is often a discovery process, particularly when it comes to some of the newer species.

Erratic or too-high pricing interferes with this discovery process, problems for an industry subject to seasonal and market availability. A sudden spike in the price of a seafood product can cut short the consumer's discovery process, according to a representative of Gorton's of Gloucester. And fresh tuna at $15 a pound is beyond the reach of most military families.

If health was *the* great motivator in this market, we'd be eating seafood seven times a week, and retail sales would be skyrocketing.

Many consumers do not consider new seafood products to be "safe buys," according to industry expert Caroline Perkins. Writing in *Seafood Business*, she says, "By 'safe buy' I mean what consumer behaviorists call the 'low involvement' purchase category. Think of hamburger. You don't wonder: How will I cook it? Is it fresh? Will it smell up my kitchen? If I don't eat it tonight, can I freeze it?" These and other questions cause "high involvement" perplexity among consumers, and represent a challenge to suppliers and retailers alike.

Another safety concern is about polluted near-shore fishing waters, and how seafood is processed. This feeling cuts into sales, even though most seafood sold in this country is caught

far offshore, and an increasing amount grown through aquaculture. Industry standards for sanitation and handling are good, but most retailers want national standards adopted and publicized to overcome consumer fear of spoilage.

So, despite being a nutritious food that tastes good, seafood still has some problems in the market place. How commissaries deal with these problems is crucial.

Commissary Response

The question of sanitation should be the easiest to lay to rest, since commissaries are models of seafood safety. Conveying this message to consumers is a baseline requirement. To start, military standards for seafood sanitation are among the toughest in the world. Reports Gerald Prosise, TSA commissary management specialist, "We're a cut above the industry standard for safety, sanitation, and inspection, at every phase of the seafood production cycle. Some suppliers may complain about our tough stance, but we're not compromising. We also demand safe handling of seafood once it enters the commissary. A chapter in TSA's *Commissary Operation Manual* is devoted to this. It's a major concern when we look for contractors to run our fresh seafood counters."

Commissaries should have a price advantage over their civilian counterparts. The gross margin for fresh seafood in civilian supermarkets was 33.7 percent in 1989, 28.5 percent for frozen, and 29.7 percent for canned, according to a retail survey by *Seafood Business*. Commissaries do much better than this for the consumer.

Fresh seafood counters also help to educate the consumer, but only when they are run right. According to NAVRESSO Norfolk regional director Carl Tucker, "At first, we tried putting people from the meat department in charge of the fish counter. But they couldn't answer customer questions. That's one reason we eventually contracted with an outside supplier to run counters in several commissaries. What sells seafood is the guy behind the counter. He has to be there to educate

Customer Education Resources

Once, it was Charlie the Tuna. Now America has a new Official Spokefish, who'll urge people this summer, "If it swims, grill it." Part of a $1 million multi-media campaign by the National Fish and Seafood Promotional Council, Mr. Spokesfish hits the airwaves again in June. Sixty-two percent of civilian supermarkets surveyed say that he helps increase sales. Commissaries can order a free tie-in promotional kit by writing the Council at 1825 Connecticut Ave., NW, Suite 620, Washington, DC 20235. Included is display information on how to grill seafood, plus art work for bulletins and ads. Too late for this summer? October is National Seafood Month, and the Council will have new material available.

You can order free or inexpensive consumer education material such as posters, charts, and recipes from your suppliers, or a host of state and regional organizations. Here's a sample:

- Alaska Seafood Marketing Institute (Anchorage)
- Florida Dept. of Natural Resources (Tallahassee)
- Great Lakes Fisheries Development Foundation (Grand Haven, MI)
- Hawaii Dept. of Business & Economic Development (Honolulu)
- Louisiana Dept. of Agriculture & Forestry (Baton Rouge)
- Maine Dept. of Marine Resources (Augusta)
- Maryland Dept. of Agriculture (Annapolis)
- New Jersey Dept. of Agriculture (Trenton)
- Oregon Dept. of Agriculture (Portland)
- Rhode Island Seafood Council (Wakefield)
- South Carolina Wildlife & Marine Resources Dept. (Charleston)
- Texas Marine Advisory Service (Port Aransas)
- Virginia Marine Products Board (Newport News)

customers, particularly the young ones, on how to prepare fish."

Having recipes and cooking instructions for both fresh and frozen fish is also important, is the general consensus of the seafood industry. In-store demonstrations also help introduce people to new products, and re-acquaint them with the old. Says Fjeldheim "Norga" Nielsen of Ramfjeld & Company, "Canned fish has been around forever, so you'd think people's buying habits are set. But our in-store demonstration program always increases sales for sardines and other canned products."

Is it just the commissaries' job to educate the consumer? Not if seafood is going to be an increasing share of sales.

Working Together

Seafood is a growth market, but it has to be grown. According to the Food Marketing Institute, the retail seafood market is not defined by supply and demand. Instead, it is shaped by suppliers and retailers who understand the market must be created and developed.

Selling seafood requires "value added" service on the part of both: education, promotion, and demonstration. For the local commissary, there are ample resources available to help do this in the store, and many of them are free. Some suppliers provide these and other material to retailers, as do private and public organizations. This information can help commissaries map out strategy to increase customer enjoyment of seafood products.

Suppliers should be part of this strategy. In the civilian sector, they are starting to regularly team up with retailers for special promotions and campaigns. The traditional arms length relationship between supplier and commissary needs to be reconsidered somewhat, and ways discovered to jointly educate the consumer. For some seafood products, such value-added services should be considered part of the total picture when selecting vendors.

Commissary customers should be more willing than civilian families to eat all varieties of seafood, having experienced them overseas.

A Great Seafood Market

Without a doubt, seafood is great food, and when set down on the table, people love it (just ask the restaurants). Commissary customers should be more willing than civilian families to eat all varieties of seafood, having experienced them overseas. This includes the standards: shrimp and fish with "tender, white, flaky meat." But remember: these folks have sampled *calamari* in the Mediterranean, and (this is hard core) sucked down sea cucumber sushi in the Orient. They can be sophisticated seafood buyers, and have started asking for new services and foods from commissaries.

Should commissaries devote the time needed to help grow their seafood business? One only has to look at what local civilian supermarkets are doing: fresh seafood counters, and more variety and promotion. According to several commissary experts interviewed for this article, these services are what draw in the consumer who wants value added to the shopping experience. ■

Fresh Seafood: A Service, Not Just a Product

Fresh seafood counters are a welcome addition to commissaries, according to NAVRESSO, and sales continue to climb. Ninety percent of Navy stores now carry fresh seafood. TSA reports three full-service counters in Army stores, and two more on the way.

But most fresh seafood would taste as good even if it were frozen, says Sue Wolff, who sells both to commissaries for United Shellfish Co. Agrees Steve Susnjar of Singleton Seafood Company: "Often frozen seafood is the better buy. It's usually less costly and easier to keep. The keys are proper care for the frozen product while it's in the distribution system, and teaching customers how to thaw and prepare it."

So what's so special about fresh seafood in retail stores? "Part of what you're selling at a fresh seafood counter is service and image," says Ms. Wolff. "Service is the information the counter personnel give customers, and extras like steaming a live lobster or wrapping a one-serving portion of fish. Image is the customer-perceived value of this service, and top-quality food attractively displayed."

A typical cost for installing a large full-service seafood counter in a new commisary is about $100,000, about one-fourth going for equipment and the rest for construction, says TSA. A self-service eight-foot coffin display case and necessary equipment costs about $9,000, according to industry periodical *Seafood Business*. The El Toro Marine Corps Air Station had virtually no costs in converting a three-foot section of their meat case to fresh seafood.

All the products in the counters need not be fresh. An attractive mix of pre-wrapped 'natural' fresh seafood displayed with prepared forms, soups, sauces, and even mesquite chips helps increase sales in a self-service counter.

Which way to go? It depends on volume and demand. The trend in civilian supermarkets is away from full-service counters, and an increase in self-service, according to a 1990 *Seafood Business* survey. Chief reason: labor costs, and finding, training and keeping the right people.

Labor is one reason many commissaries contract out for fresh seafood services with companies like United Shellfish. Says NAVRESSO's Claude Tucker, "With in-house labor tight at most commissaries, this is sometimes a good option for special-care products like fresh seafood." Services range from the supplier stocking and maintaining a small display area in the meat department, to manning a seperate, full-service counter as a concession.

Commissary Seafood Sales
in Units and Dollars
Three Years Ending March, 1991

Unit and *Dollar* Figures in '000s	Unit/ *Dollar* Sales 4/90-3/91	Percent Change 4/90-3/91 from 4/89-3/90	Percent Change 4/89-3/90 from 4/88-3/89
Frozen Fish			
Sticks/fillets	308.5	-4.9%	-2.7%
	$9,475.0	-1.4%	+0.3%
Unbreaded	194.6	-11.2%	-0.5%
	$7,656.0	-0.1%	+6.7%
Entrees	28.1	-20.6%	-8.8%
	$ 799.5	-13.3%	-5.4%
Frozen Shrimp			
Cooked	41.1	-8.3%	+5.3%
	$1,271.0	-9.1%	+4.5%
Peeled/deveined	33.3	-9.3%	-5.5%
	$2,505.0	-10.4%	-6.5%
Breaded	30.6	-6.5%	-13.2%
	$1,861.0	+2.7%	-3.3%
Microwave breaded	18.9	+6.1%	+83.2%
	$ 450.2	+5.8%	+53.7%
Specialty	5.0	-35.2%	+7.0%
	$ 145.6	-34.6%	-23.3%
Frozen Specialty	44.1	+3.5%	-3.2%
	$1,489.0	+7.4%	+4.4%
Canned Tuna	644.7	-2.8%	+1.6%
	$24,372.0	-0.9%	-3.6%

Source: UPC data from Military Audits of Market Information, Inc.

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FALL 1991

CONSUMER ELECTRONICS
Supporting Retail Sales

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The New Way to Win With DeCA

Merchandising to the new Defense Commissary Agency (DeCA) has just begun, and it will evolve for a long time to come. However, even at this early hour, one principle is developing which suppliers should understand clearly. This is the emergence of the DeCA Regions as the decision authority for stocking and promotional decisions.

The concept of making the commissary system a strong region-based grocery chain was first developed by the Jones Commission. This Commission, which recommended that the individual service commissaries be consolidated into one system, stated that Military Commissaries could be more efficient and serve the patron better if they adopted some of the operating characteristics of the leading civilian grocery chains. Kroger and Safeway, for example, have directed marketing and merchandising from the regional level for decades. DeCA management has adopted this concept and has consistently promoted it. Not long after his appointment as Director, Defense Commissary Agency, Major General John P. Dreska expressed his concept for DeCA: "What this headquarters has to be able to do," he said, "is add value to that region. The region is where...the work gets done to support the store."

Today DeCA's plan for regional buying and merchandising remains firm. However, there have been modifications. For example, DeCA has announced two chain-wide "Theme" sales for 1992. Items selected for these sales will be leading national brand items which have strong distribution and sales in all regions. But even with chain-wide promotions, the buying responsibility rests with an assigned region. In a DeCA Information Booklet, supplied at the ALA's Eastern Regional Conference, the opening section states, "Each CONUS region will establish an RSL (Regional Stock List) comprised of top selling brand name products having national distribution and considered essential to a full service shopping environment and supported by patron demand. The RSL will be supplemented with regional and local products that are popular to a geographic area...selection is based primarily on patron demand...."

To support region-based product decision making, DeCA will staff each region with a merchandising department consisting of seven to ten merchandisers/buyers. Ultimately each merchandising group will be supported by sophisticated decision support systems including a Spaceman plan-o-gram system and a Workstation for Analyzing Marketing Information (WAMI).

The implication for suppliers to DeCA is that they must now gear their marketing programs to these new, more powerful regions. For consumer products companies who operate nationally, this should not pose a problem. After all, it is the way that most chain customers buy. For years companies have supported national advertising and promotion programs with separate regional marketing programs. The rationale behind regional grocery marketing is market variables. One marketing program will not produce the same result in each and every market. To optimize performance overall, variable marketing tactics must be employed depending on the characteristics of each market.

In the civilian grocery business, there are great differences between item selection and the merchandising tactics employed in different parts of the United States. Category sizes vary by market. For instance, Ethnic Food sections are huge in San Diego and Miami but much less significant in Kansas City or Minneapolis. A major coffee brand which is number one in New York is barely number four in Indianapolis. Seasonal items peak at different times. Flavor preferences vary. Items that fly off the shelf in Denver might die in Boston.

The United States population is far from homogenous. Ethnic differences, variance in disposable income, and age differences are key demographics which vary significantly.

Editor's note: The information provided in this article was supplied by Military Audits of Market Information, Bethesda, Maryland.

Differences in seasons and weather affect purchase behavior. The presence of strong private label or regional brands can impact on a major national brand. The grocery retailer mix in an area can also significantly affect purchase patterns. Markets dominated by several large supermarket chains, such as Baltimore/Washington, D.C., tend to be high price markets. Highly competitive areas, such as Boston, tend to be lower price. The presence of alternative retailers, such as wholesale clubs, can also affect item, brand, or category preference within a market.

Over the past decade, companies have become more and more cognizant of the benefits of regional marketing programs. After all, a 1 percent change in share in Nashville, Jacksonville, or Syracuse (markets which happen to do approximately the same volume as an average DeCA Region) can represent $100,000 in a two billion dollar category such as chewing gum. As a result, manufacturers look closely for local market area opportunities. This has resulted in the proliferation of local and regional media buys. It has also stimulated the development of trade marketing departments to allocate trade promotion dollars for optimum effectiveness, across different chains and markets.

A factor, critical to regional marketing, has been the local market syndicated reporting services. Nielsen SCANTRACK tracks grocery product movement in 50 markets nationwide and Information Resources, Inc. (IRI) has 64 INFOSCAN markets. Marketing departments have become expert at spotting local market opportunities through the use of these reports. Salesmen have become increasingly adept at explaining opportunities to local chain buyers. Supermarketers are also heavy users of local scanner data, particularly in plan-o-gramming and making product listing decisions.

The Commissary system is changing from a group of four separate retailers, where many listing and promotional decisions were made at a national level, to one supermarket chain where the regions will be the decision-making authority. With this in mind, one of the first questions any marketer to DeCA must ask is: "Are all DeCA markets the same or are they different?" If they are the same, then one national marketing program for the military would be sufficient. If however, significant differences in category, brand, segment, and item dynamics exist between DeCA regions, then success cannot be attained by a single marketing approach. Selling to the military is becoming more like selling to the civilian market. Each DeCA region should be analyzed separately. A different sales/marketing approach should be developed for each region. The different strategies should then be melded into a company's overall DeCA marketing strategy, which in turn should be consistent with corporate marketing objectives.

Are DeCA regions the same? During April Military Audits of Market Information, Inc., (MAMI) the Bethesda, MD based marketing research company which processes Commissary scanning data, changed its basic reporting structure from a separate report for each service (TSA, AFCOMS, NAVY), to a separate report for each DeCA region. Reports were then rolled into Total CONUS DeCA. Analysis of the 400+ grocery categories sold by DeCA indicate significant differences between regions in virtually every category. Patron demand is not consistent.

Across the continental United States, variation in patron demand can be identified in MAMI reports in a number of ways. Examples of the differences across DeCA regions can be demonstrated and discussed under these variables:

- Category development
- Brand development
- Segment differences
- Attribute differences
- Item differences

Category development for a DeCA region is shown by an index which compares the portion of business a category does in one CONUS DeCA Region to the portion of CONUS all commodity grocery volume done by that Region. The resulting ratio is multiplied by 100 and is referred to as a Category Development Index (CDI).[1]

In the following illustration, CONUS All Commodity Volume (ACVs) for each DeCA region are shown.

CONUS ACV % BY DeCA REGION

	NW	SW	MID	CNT	SOU	NE
% ACV of Regions	5.2	20.0	19.9	17.5	21.9	15.5

Source: MAMI

These ACVs are then compared to the Region ACVs for the Canned Tuna Category. To develop the DeCA Region CDIs for canned tuna, simply divide the tuna ACV by the Region's Total Conus ACV, and multiply by 100. As the charts indicate, 18.6 percent of canned tuna is purchased by patrons in the Northeast Region, although only 15.5 percent of Total CONUS Commissary volume is sold by that region. Therefore 18.6 divided by 15.5 times 100 is the CDI for Tuna in the Northeast Region.

Clearly patrons in the Northeast prefer tuna more than most commissary shoppers, 20 percent more on average. If

1. This differs from a Nielsen or IRI CDI which is an index based upon the ratio of a category market volume to population. For example, 2.86 percent of the U.S. population is reported to reside in the Nielsen Boston Scantrack market. If 3.55 percent of a category's volume is done in the Nielsen defined Boston market, the category development is 3.55/2.86 or 1.24, and the Category Development Index is 124.

Canned Tuna Category Development Index
By DeCA Region

	NW	SW	MID	CNT	SOU	NE
% ACV Regions	5.2	20.0	19.9	17.5	21.9	15.5
% of Canned Tuna	5.1	22.0	17.2	16.7	20.4	18.6

12 Months Ending April 1991 *Source: MAMI*

we look at the Midwest Region we see the CDI is only 86 percent. This information is obviously important to competitors in the tuna category as well as to the DeCA tuna buyers.

Category Development Indices for several key categories in different commodity groups are shown below.

Category	CDIs					
	NW	SW	MID	CENT	SOU	NE
Instant Cocoa	156	108	95	96	78	113
Baby Food	85	115	89	111	78	119
Popped Popcorn	74	103	65	95	68	201
Mayonnaise	112	119	76	89	106	107
Non-Dairy Creamer	118	121	90	92	96	94
Instant Coffee	169	110	88	90	95	118
Gum	105	93	115	103	93	95
Antacids	127	106	106	87	100	90
Frozen Pizza	104	102	100	112	91	95
Frozen Raw Chicken	157	88	131	73	95	92

Annual category growth numbers are also different from region to region. Frozen prepared chicken declined by 2.6 percent in the Northeast but grew 9.7 percent in the Southern region, while Yogurt was up 2.1 percent in the Northeast and down 9.7 percent in the Northwest. The CONUS DeCA dollar sales by category plus annual region sales trends are shown at the end of this article.

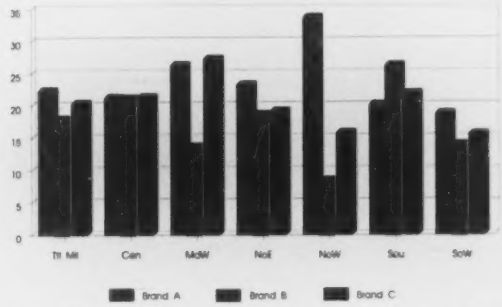
Another index which can be an important indicator to a manufacturer is how his brand performance varies by DeCA Region. This index is called the Share Development Index (SDI). A Region Share Development Index is the ratio of the share for a brand in one region to the brand share for total CONUS DeCA times 100. For example, if a brand share in the Northeast is 40 percent and Total CONUS DeCA share for the brand is 30 percent, the SDI is 40 divided by 30 x 100 = 133. Brand shares by region can vary significantly.

Brand Development Index (BDI) is a way to look at category and share development. The BDI, quite simply, is the product of the CDI and SDI. If the Share Development Index for Star Kist were 130 in the Northeast, and the CDI were 120, then the Brand Development Index for Star Kist in the Northeast Region would be 156 (130 X 120 / 100). What this means is that patrons in the Northeast buy 56 percent more Star Kist Tuna than the average Commissary patron. Obviously it is to the benefit of a manufacturer to target for a higher share in a heavily developed (high CDI) market.

Key to knowing what products to emphasize is an understanding of what segments of a category are important within each region. Each DeCA region has a different segment of the Cough/Cold Category that is most important in that region.

Not only does the relative importance of the segments

Brand Preference By DeCA Region
Wide Variance In Aseptic Drinks



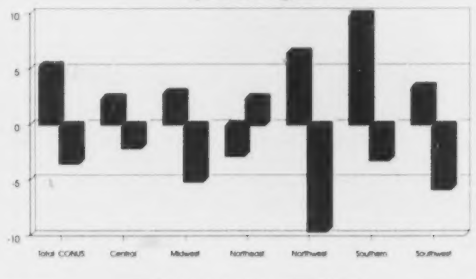
Share of Unit Volume 12 Months Ending April 1991 *Source: MAMI*

Share Development Index By DeCA Region
Aseptic Drinks

	Cen	MdW	NoE	NoW	Sou	SoW
Brand A	95	117	104	151	90	84
Brand B	118	76	104	48	146	78
Brand C	105	134	94	78	107	77

Source: MAMI

Category Growth Changes
By DeCA Region



12 Months Ending April 1991 *Source: MAMI*

Regionality Is A Key Factor In Cough/Cold/Flu & Sinus/Allergy Remedies

The Following Segments Index Highest In These Regions:

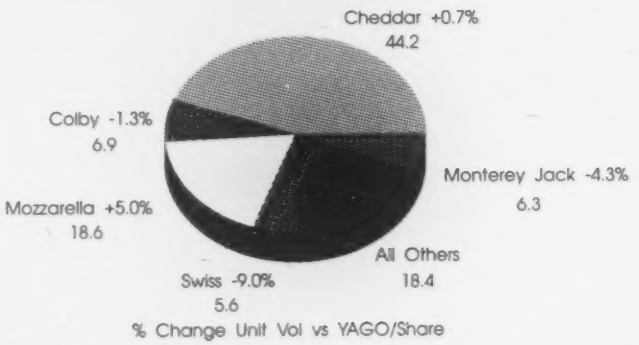
Cough Drops	Southwest	116
Cough/Cold/Flu	Northwest	105
Sinus Allergy	Midwest	109
Cough Syrup	Northwest	111
Spray/Drop/Inhaler	Southern	119

12 Months Ending March 1991

Source: MAMI

Not only does the relative importance of the segments vary, but the manufacturer's share, within segments, can also change significantly from region to region.

On a pound basis, Cheddar products make up almost half the volume in Natural Cheese

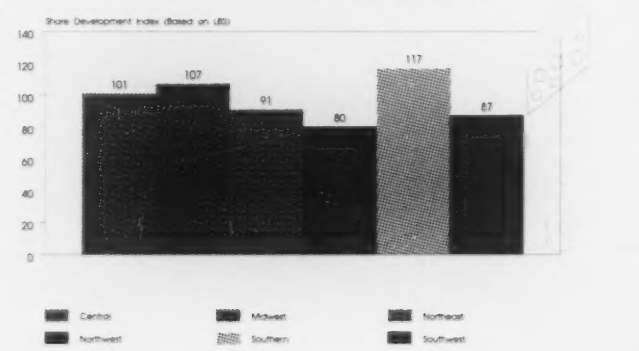


12 Months Ending April 1991

Source: MAMI

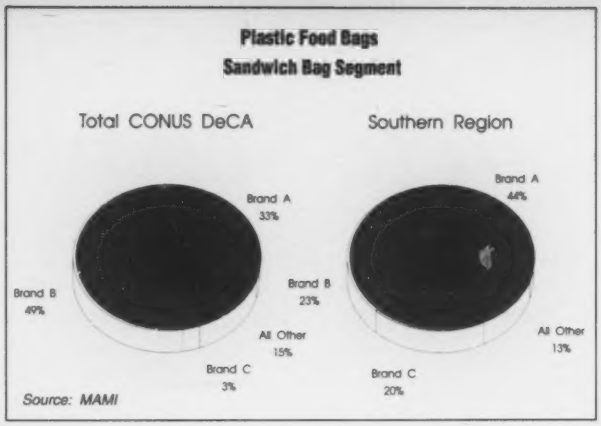
"Attribute" preferences can also vary from region to region. For example, cheddar may be the preferred cheese in Total CONUS DeCA, but the degree of preference varies significantly by region.

Natural Cheese - Cheddar Segment Share Development Index by DeCA region



Source: MAMI

Item preference, region to region, varies more than any other factor. Even in categories with consistent category and brand development, the top five preferred items can change significantly. Differences are not confined to brand preference. The best selling item often varies from region to region.



vary, but the manufacturer's share, within segments, can also change significantly from region to region.

"Attribute" preferences can also vary from region to region. For example, cheddar may be the preferred cheese in Total CONUS DeCA, but the degree of preference varies significantly by region.

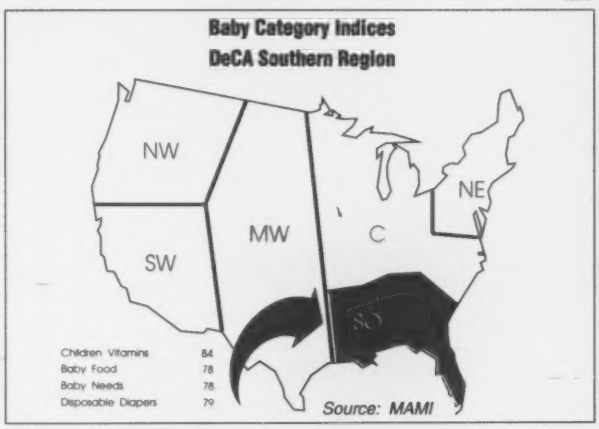
Item preference, region to region, varies more than any other factor. Even in categories with consistent category and brand development, the top five preferred items can change significantly. Differences are not confined to brand preference. The best selling item often varies from region to region. In Pasta, for example, there is a different number one selling item in each DeCA Region.

It is no surprise to anyone in the consumer products business that tastes and product preferences are extremely different from market to market in the United States. However, it may be a surprise to some that the tastes and product preferences of commissary patrons vary significantly from region to region. Commissary patrons are considered to be an homogenous customer mix. Why does category development vary so widely from region to region for so many categories? Over 70 percent of all categories measured by Military Audits have a swing of more than 20 points from the region with the highest CDI to the one with the lowest.

Demographics is one variable to be considered. Reservists and retirees who use the stores tend to reflect local and regional preferences. They are particularly important in areas that have high retiree populations, i.e. California, Texas and Virginia. While the active duty population tends to be more consistent, even that varies based on the mission of the base or area. Commissaries on bases and in areas of massive basic training tend to have more young enlisted families and fewer retirees as customers. Bases with high-tech specialized missions have a customer mix that skews to officers and older skilled NCO's. Also, soldiers stationed in a particular area often marry civilians from the local community. These demographic influences help explain why the Southwest Region indexes at 159 percent on Frozen Mexican Foods and 124 percent on Dried Rice.

The effect of retirees on regional commissary shopping patterns is more significant than in the civilian world. Military retirees tend to be younger than their civilian counterparts. Many have a second job and are not actually retired. This second job, coupled with retirement pay, tends to make them very affluent. Many deliberately retire close to a military installation so they can take full advantage of the commissary and other privileges afforded them by the government.

The Southern Region leads all regions with 23.5 percent of all military retirees residing there. The Central Region has 20.8 percent, the Southwest 17.6 percent, the Midwest 16.3 percent, the Northeast 15.1 percent and the Northwest 6.7 percent. The high percentage of retirees in the Southern Region may be responsible for the fact that baby category indices are very low there.



Another factor that alters category sales, region to region, is seasonality. Different seasonality patterns were seldom considered as factors when selling national programs to the different service Headquarters. However, when one compares the CDI for instant cocoa in the Northwest, 156, to the CDI in the Southern region, 78, evidence of the effect of different seasonality is obvious.

Regional stock selection is also affected by local supply and distribution sources. This is particularly true in the Dairy, Bread and Snack Food sections where local distributors supply local brands. Strong regional and local brands, such as in the bacon and frankfurter categories, have also found their way into commissaries.

The brands and products that will survive in each of the six CONUS DeCA Regions are largely unknown. One major DeCA objective is to reduce inventories. One way to do this is to eliminate slower moving SKUs. Nationally advertised brand name items should not be affected seriously by the reduction of SKUs. DeCA has made it clear that it wants the leading items in all stores worldwide. However, the degree that national brands will be represented, such as the number of items and facings, can be expected to vary considerably by region. Smaller local brands may find themselves cut back unless they can

successfully compete within an entire region.

One thing is certain. CONUS DeCA is a six-region market. Manufacturers have begun to react. MAMI reports show different VPR levels on nationally advertised products in different DeCA Regions. This form of competition can be expected to continue and accelerate as manufacturers move to protect high-share regions and develop plans to build business in weak ones. It is reasonable to expect an increase in region-specific media buys, display programs and marketing.

In summary, there are significant differences in category development, brand shares, and item preferences across the DeCA Regions. Basic marketing principles dictate that different markets require different strategies. Manufacturers who expect to win with DeCA must have a full understanding of the differences and similarities. Sophisticated manufacturers will have well-planned individual strategies for each Region as a part of their overall strategy. These manufacturers will not only help make themselves winners, but they will also help make DeCA and the military patron winners as well.

Total Conus DECA Dollar Sales Trends

DRY GROCERY : FOOD	TOTAL CONUS DECA DOLLAR SALES CURR 12 MO END APRIL 1991	TOTAL CONUS DECA DOLLAR CHANGE '91 vs.'90	CENTRAL REGION $ CHANGE '91 vs.'90	MIDWEST REGION $ CHANGE '91 vs.'90	NORTHEAST REGION $ CHANGE '91 vs.'90	NORTHWEST REGION $ CHANGE '91 vs.'90	SOUTHERN REGION $ CHANGE '91 vs.'90	SOUTHWEST REGION $ CHANGE '91 vs.'90
Ready-to-Eat Cereal	$132,000,000	10.0%	9.0%	10.9%	10.9%	7.7%	11.0%	6.6%
Canned Vegetables	$52,069,000	1.6%	0.5%	0.2%	2.5%	2.2%	4.0%	0.2%
Canned Soup	$37,616,000	6.1%	7.8%	3.6%	9.8%	4.6%	0.0%	2.1%
Canned Meats	$29,720,000	2.8%	5.0%	4.4%	6.1%	2.0%	2.1%	-0.7%
Canned Tuna	$24,244,000	1.0%	1.1%	0.6%	-0.7%	-3.1%	5.3%	0.0%
Dessert Mixes	$21,998,000	8.1%	9.5%	7.0%	9.7%	6.9%	11.0%	4.1%
Peanut Butter	$21,626,000	2.7%	3.0%	0.0%	4.8%	1.8%	6.1%	0.1%
Cooking/Salad Oil	$20,545,000	4.1%	2.2%	2.6%	8.4%	-0.6%	8.1%	1.4%
Pickles/Relish/Olives	$19,742,000	3.3%	3.6%	2.4%	5.5%	1.2%	4.8%	1.3%
Spices & Extracts	$19,688,000	2.4%	2.7%	2.3%	4.9%	3.5%	4.6%	-2.1%
Shelf Stable Spaghetti Sauce	$16,837,000	8.2%	9.5%	5.5%	7.5%	8.4%	11.3%	6.7%
Dried Rice	$16,733,000	15.6%	0.0%	6.3%	10.9%	19.0%	16.1%	21.4%
Pasta	$15,392,000	2.9%	4.1%	3.1%	6.5%	-0.3%	3.5%	-0.1%
Hot Cereals	$14,737,000	1.6%	2.2%	-0.2%	3.5%	2.7%	3.5%	-1.0%
Baby Food	$13,810,000	4.9%	9.6%	-0.6%	7.8%	-6.4%	6.0%	4.7%
Jams/Jellies/Preserves/Marmalades	$12,828,000	4.8%	4.9%	4.4%	2.2%	8.2%	7.4%	3.9%
Mayonnaise	$12,055,000	5.0%	6.7%	4.4%	4.8%	2.5%	8.1%	2.1%
Dry Sauce Mixes	$9,899,000	7.2%	8.5%	5.8%	10.4%	5.6%	7.5%	5.4%
Ketchup	$9,297,000	1.7%	1.3%	-1.1%	3.7%	-2.1%	4.8%	0.7%
Tomato Sauce/Paste	$9,121,000	-0.6%	-1.2%	-3.1%	1.6%	-5.0%	2.9%	-2.0%
Oriental Noodles	$8,998,000	14.6%	16.2%	15.2%	19.1%	20.6%	17.0%	8.0%
Add to Meat/Dry Packaged Salads	$8,564,000	-4.6%	-4.3%	-3.5%	-9.4%	-3.5%	-5.0%	-3.0%
Shelf Stable Microwaveable Lunches	$8,363,000	12.0%	5.1%	10.1%	34.3%	17.0%	5.3%	13.0%
Specialty & Mashed Potatoes	$5,451,000	9.0%	8.4%	9.2%	12.0%	8.3%	10.1%	5.7%
Flour	$4,911,000	1.8%	2.0%	1.8%	4.0%	-5.3%	3.5%	0.7%
Canned Pineapple	$4,795,000	0.1%	-0.2%	-1.7%	1.5%	4.1%	1.2%	-1.2%
DRY GROCERY : SNACK FOODS	TOTAL CONUS DECA DOLLAR SALES CURR 12 MO END APRIL 1991	TOTAL CONUS DECA DOLLAR CHANGE '91 vs.'90	CENTRAL REGION $ CHANGE '91 vs.'90	MIDWEST REGION $ CHANGE '91 vs.'90	NORTHEAST REGION $ CHANGE '91 vs.'90	NORTHWEST REGION $ CHANGE '91 vs.'90	SOUTHERN REGION $ CHANGE '91 vs.'90	SOUTHWEST REGION $ CHANGE '91 vs.'90
Cookies	$50,497,000	6.8%	9.7%	5.9%	5.2%	4.7%	9.1%	4.9%
Crackers	$40,670,000	11.2%	13.2%	9.5%	12.5%	10.7%	12.2%	9.0%
Potato Chips	$26,931,000	6.8%	8.5%	5.8%	10.7%	-3.0%	8.8%	3.5%
Snack Nuts	$18,451,000	3.7%	8.6%	6.2%	7.6%	2.0%	1.8%	-2.1%
Nutritional Snacks	$18,144,000	6.8%	10.1%	11.4%	11.4%	-3.6%	8.9%	0.8%
Snack Nuts (Jars/Cans)	$16,596,000	5.1%	8.4%	6.3%	8.3%	3.6%	3.5%	1.5%
Tortilla Chips	$15,908,000	1.9%	4.7%	2.2%	-0.5%	0.7%	0.4%	2.9%
Unpopped Popcorn	$14,715,000	4.9%	8.7%	3.9%	2.9%	10.8%	4.2%	3.4%
Dried Fruits	$10,421,000	3.6%	6.0%	4.3%	3.6%	0.5%	3.2%	2.2%
Miscellaneous Salty Snacks	$7,493,000	7.5%	11.9%	2.9%	19.5%	4.8%	21.0%	-11.3%
Cheese Puffs	$4,650,000	11.8%	12.2%	8.4%	9.6%	14.6%	14.1%	13.4%
Hard Roll Candy	$4,035,000	15.0%	19.4%	13.1%	20.7%	11.3%	11.6%	13.1%
Snack Nuts (Cello)	$1,855,000	-7.2%	11.2%	4.8%	3.1%	-6.0%	-13.9%	-27.9%
Popped Popcorn	$766,607	57.9%	42.8%	96.1%	49.1%	-2.4%	108.2%	56.6%

Source: Military Audits of Market Information, Inc.

FROZEN PRODUCTS	TOTAL CONUS DECA DOLLAR SALES CURR 12 MO END APRIL 1991	TOTAL CONUS DECA DOLLAR CHANGE '91 vs.'90	CENTRAL REGION $ CHANGE '91 vs.'90	MIDWEST REGION $ CHANGE '91 vs.'90	NORTHEAST REGION $ CHANGE '91 vs.'90	NORTHWEST REGION $ CHANGE '91 vs.'90	SOUTHERN REGION $ CHANGE '91 vs.'90	SOUTHWEST REGION $ CHANGE '91 vs.'90
Frozen Juices	$42,702,000	4.6%	3.4%	4.7%	3.7%	4.5%	10.3%	1.6%
Frozen Entrees	$35,331,000	14.8%	16.4%	13.5%	11.5%	10.3%	18.1%	15.5%
Ice Cream/Ice Milk	$29,942,000	3.7%	5.4%	2.6%	8.0%	11.2%	2.1%	0.7%
Frozen Diet Dinners & Entrees	$29,571,000	19.6%	23.6%	20.8%	23.2%	12.9%	19.6%	15.7%
Frozen Regular Vegetables	$29,096,000	–2.1%	–1.1%	–4.0%	1.2%	–1.9%	–2.1%	–4.3%
Frozen Dinners	$28,371,000	13.2%	20.0%	10.7%	15.7%	13.5%	14.6%	8.8%
Frozen Fish/Shrimp/Seafood	$25,867,000	–2.8%	–2.8%	–6.1%	–1.4%	0.6%	–1.8%	–2.4%
Frozen Pizza	$22,981,000	6.3%	8.6%	6.5%	2.9%	3.1%	9.5%	4.5%
Frozen Novelties	$15,316,000	1.5%	4.3%	4.0%	–1.5%	–2.4%	10.0%	–4.7%
Frozen Potatoes	$14,015,000	12.8%	11.5%	10.8%	13.1%	9.2%	16.1%	13.3%
Frozen Prepared Chicken	$13,223,000	5.0%	2.2%	2.6%	–2.6%	6.7%	9.7%	3.0%
Frozen Raw Chicken	$12,972,000	18.0%	15.5%	16.1%	33.7%	13.1%	19.5%	12.6%
Frozen Mexican Food	$12,115,000	12.8%	8.9%	8.1%	11.5%	21.6%	14.9%	15.4%
Frozen Fast Food Snacks	$11,295,000	2.8%	6.6%	5.3%	–1.1%	1.2%	8.4%	–3.6%
Frozen Desserts	$8,875,000	–3.4%	–2.7%	–4.2%	–9.0%	3.1%	–2.7%	–1.4%
Frozen Boneless/Breaded Chicken	$8,550,000	3.4%	2.4%	4.4%	–3.8%	3.7%	8.5%	4.6%
Frozen Waffles	$6,567,000	19.2%	23.9%	15.8%	23.2%	13.5%	20.2%	16.1%
Frozen Pies	$5,354,000	2.3%	2.9%	1.1%	–4.0%	9.9%	2.7%	5.2%
Frozen Pot Pies	$4,271,000	–2.1%	–0.9%	–0.5%	–2.6%	0.7%	–2.4%	–3.8%

REFRIGERATED PRODUCTS	TOTAL CONUS DECA DOLLAR SALES CURR 12 MO END APRIL 1991	TOTAL CONUS DECA DOLLAR CHANGE '91 vs.'90	CENTRAL REGION $ CHANGE '91 vs.'90	MIDWEST REGION $ CHANGE '91 vs.'90	NORTHEAST REGION $ CHANGE '91 vs.'90	NORTHWEST REGION $ CHANGE '91 vs.'90	SOUTHERN REGION $ CHANGE '91 vs.'90	SOUTHWEST REGION $ CHANGE '91 vs.'90
Processed Cheese	$58,913,000	13.4%	13.8%	13.5%	12.5%	11.5%	15.2%	12.4%
Natural Cheese	$52,989,000	10.8%	12.8%	9.2%	12.5%	6.8%	13.4%	7.5%
Frankfurters	$29,275,000	6.7%	8.8%	6.6%	8.9%	5.6%	6.2%	4.3%
Margarine	$28,272,000	3.1%	4.0%	1.7%	3.2%	0.4%	5.4%	1.7%
Bacon	$24,642,000	18.1%	19.6%	16.0%	17.4%	19.7%	20.9%	16.1%
Yogurt	$13,610,000	–3.6%	–2.3%	–5.2%	2.1%	–9.7%	–3.3%	–6.3%

HEALTH & BEAUTY AIDS	TOTAL CONUS DECA DOLLAR SALES CURR 12 MO END APRIL 1991	TOTAL CONUS DECA DOLLAR CHANGE '91 vs.'90	CENTRAL REGION $ CHANGE '91 vs.'90	MIDWEST REGION $ CHANGE '91 vs.'90	NORTHEAST REGION $ CHANGE '91 vs.'90	NORTHWEST REGION $ CHANGE '91 vs.'90	SOUTHERN REGION $ CHANGE '91 vs.'90	SOUTHWEST REGION $ CHANGE '91 vs.'90
Disposable Diapers	$59,942,000	0.6%	0.6%	0.5%	2.4%	–4.7%	6.2%	–3.1%
Hand/Bath Soap	$30,147,000	6.3%	6.0%	6.4%	7.8%	6.2%	10.5%	1.7%
Analgesics	$20,955,000	4.3%	0.0%	4.7%	5.7%	8.5%	6.1%	3.3%
Total Feminine Protection	$19,503,000	5.4%	7.7%	4.2%	6.5%	3.9%	7.8%	2.0%
Toothpaste	$19,430,000	4.0%	1.2%	3.4%	5.9%	2.4%	9.4%	1.0%
Deodorants	$17,035,000	4.8%	3.9%	5.3%	6.4%	5.7%	6.3%	2.2%
Cough/Cold/Sinus	$16,047,000	6.9%	7.9%	8.5%	10.7%	10.0%	3.7%	3.8%
Baby Needs	$14,014,000	6.4%	6.1%	4.4%	8.7%	5.0%	8.5%	5.6%
Mouthwash/Gargle	$12,740,000	3.8%	1.9%	3.8%	7.7%	3.9%	3.8%	2.0%
Premoistened Towelettes	$7,159,000	10.3%	10.0%	11.6%	9.9%	5.6%	13.9%	8.4%
Antacids	$6,583,000	13.0%	12.2%	12.8%	15.7%	11.8%	14.0%	11.5%
Internal Feminine Protection	$6,574,000	6.0%	9.7%	5.4%	7.8%	2.1%	6.7%	2.3%
Toothbrushes	$5,265,000	8.6%	10.3%	7.3%	8.0%	14.1%	11.4%	5.2%
Eyecare/Eyedrops	$4,572,000	10.8%	10.6%	13.2%	16.7%	7.7%	4.6%	9.7%
Children's Vitamins	$2,162,000	0.9%	0.8%	1.6%	–1.2%	3.5%	0.2%	2.4%
First Aid Products	$2,072,000	9.5%	10.2%	11.8%	5.2%	9.8%	8.9%	10.9%

Source: Military Audits of Market Information, Inc.

10th ANNUAL EXCHANGE SALES REPORT

FY 1990

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The ALA staff wishes to thank all the branches of the Armed Services for their contribution to this report. All figures are preliminary and unaudited. Arithmetic differences may occur due to rounding.

Compiled by Herman Marshall, Editor/Publications Manager

ALL-SERVICE EXCHANGE TOTAL SALES SUMMARY—FY90

AAFES Totals

	Retail	Gasoline	Liquor	Food	Services	Vending	Theaters	Total 90	Total $ Sales FY89	Total Sales %Change 90 vs 89
CONUS	2,751,484,523	340,742,758	115,463,022	253,924,358	456,587,743	251,711,526	12,155,366	4,182,066,813	3,858,474,309	8.39
Overseas	2,414,643,145	183,950,259	61,122,940	348,373,738	250,087,947	95,118,694	18,943,755	3,372,240,478	2,965,861,278	13.70
Worldwide	**$5,166,127,668**	$524,693,017	**$176,585,962**	**$602,298,096**	**$706,675,690**	**$346,830,220**	**$31,099,121**	**$7,554,307,291**	**$6,824,335,587**	**10.70%**

Coast Guard Totals

	Retail	Package Stores	Services* & Other	Total Sales FY90	Total Sales FY89	Total Sale % Change 90 vs 89
CONUS	63,242,827	17,435,169	24,267,025	104,945,021	96,018,199	9.30
Overseas	14,949,046	5,204,681	6,464,587	26,618,314	25,369,220	4.92
Coast Guard Cutters	219,513	0	52,643	$272,155	$333,511	-18.40
Worldwide	**$78,411,386**	**$22,639,850**	**$30,784,255**	**$131,835,491**	**$121,720,930**	**8.31%**

*USCG retail activities include grocery and exchange sales. Services & Others include gas stations, clubs, and miscellaneous sales.

Navy Totals

	Retail	Services	Concession	Total FY90	Total FY89	Total Sales % Change 90 vs 89
CONUS	966,854,163	312,578,509	107,569,405	1,387,002,077	1,334,068,388	3.97
Overseas	460,647,230	116,603,709	43,512,492	620,763,431	552,101,140	12.44
Worldwide	**$1,427,501,393**	**$429,182,218**	**$151,081,897**	**$2,007,765,508**	**$1,886,169,528**	**6.45%**

Marine Corps Totals

Store	Total Retail Sales	Total Services Sales	Total Retail & Services	Total $ Sales FY89	Total Sales % Change 90 vs 89
CONUS	335,597,793	51,816,457	387,414,250	377,931,092	2.51
Overseas	54,193,497	8,795,042	62,988,540	65,535,211	-3.89
Worldwide Totals	**$389,791,290**	**$60,611,499**	**$450,402,790**	**$443,466,303**	**1.57%**

Sources: *Interservice* is indebted to the Army and Air Force Exchange Service (AAFES), Navy Exchange Service Command (NEXCOM), Marine Corps MWR Support Activity Retail Branch, and U.S. Coast Guard Exchange and Morale Division for their cooperation and assistance with providing the data necessary for this report.

Note: Exchange sales for FY90 are preliminary and unaudited.

AAFES Coupon Redemptions

(FY90)

CONUS	No. of Coupons	% CONUS	% Worldwide	$ Value	% Conus	% Worldwide
Central Region	1,458,479	25	21	1,486,263	22	20
Southern Region	1,176,076	20	17	1,257,133	19	17
Capital Region	2,145,483	36	32	2,773,543	42	37
Western Region	1,104,315	19	16	1,109,414	17	15
CONUS Totals	**5,884,353**	**100%**	**86%**	**$6,626,353**	**100%**	**89%**

Overseas	No. of Coupons	% Overseas	% Worldwide	$ Value	% Overseas	% Worldwide
Europe	442,957	48	7	398,661	45	5
Pacific	472,809	52	7	485,432	55	6
Overseas Totals	**915,766**	**100%**	**14**	**884,093**	**100**	**11**
Total	**6,800,119**	**n/a**	**100%**	**$7,510,446**	**n/a**	**100%**

Summary of Customer Activities by Reporting Classification

(FY90)

Customer Activities	Conus	Europe	Pacific	Total
Retail	2,386	2,355	762	5,503
Military Clothing	161	79	23	263
Food	1,072	842	388	2,302
Services	3,367	1,517	898	5,782
Theaters	324	154	55	533
Vending	1,450	587	135	2,172
Subtotal	**8,760**	**5,534**	**2,261**	**16,555**
Support Activities				
Depot/warehouse	234	355	99	688
Total	**8,994**	**5,889**	**2,360**	**17,243**

Number of AAFES Employees

(FY90)

Civilian	79,516
Military	93
Total	**79,609**

Worldwide Sales ($ in millions)
(FY 90)

	Retail	Food	Services	Vending	Direct	Concession	Total Sales
Central Region	862.0	67.5	3.5	22.1	955.1	130.8	1,085.9
Southern Region	831.6	64.0	3.5	21.1	920.1	105.2	1,025.3
Eastern Region	876.2	56.1	2.6	16.8	951.7	104.1	1,055.8
Western Region	885.4	78.5	2.9	13.3	980.1	91.6	1,071.7
Con HQ's	0.0	0.0	0.0	0.0	0.0	0.0	0.0
CONUS	**$3,455.3**	**$266.1**	**$12.6**	**$73.1**	**$3,807.1**	**$431.7**	**$4,238.8**
Europe	1,747.9	216.7	39.3	57.5	2,061.4	156.2	2,217.7
Pacific	651.7	119.0	5.5	23.8	800.0	117.0	917.0
Overseas	**$2,399.7**	**$335.7**	**$44.8**	**$81.3**	**$2,861.5**	**$273.2**	**$3,134.7**
Mail Order	48.1	0.0	0.0	0.0	48.1	0.0	48.1
Dist.	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total Worldwide	**$5,903.1**	**$601.8**	**$57.3**	**$154.4**	**$6,716.7**	**$704.9**	**$7,421.6**

Summary of Customer Activities by Reporting Classifications
(FY90)

Retail

CONUS Activity Description	No. of Branches	No. of Annexes	Total
Main Stores	152	64	216
Branch Retail Stores	266	34	300
Specialized Stores	70	530	600
Military Clothing	161	0	161
Automotive Sales, Services & Repair	212	42	254
Shoppettes	199	43	242
Concession	483	95	578
Class Six	166	30	196
	1709	**838**	**2547**

Pacific Activity Description	No. of Branches	No. of Annexes	Total
Main Stores	23	27	50
Branch Retail Stores	59	18	77
Specialized Stores	26	3	29
Military Clothing	23	0	23
Automotive Sales, Services & Repair	111	54	165
Shoppettes	32	4	36
Concession	199	163	362
Class Six	30	13	43
	503	**282**	**785**

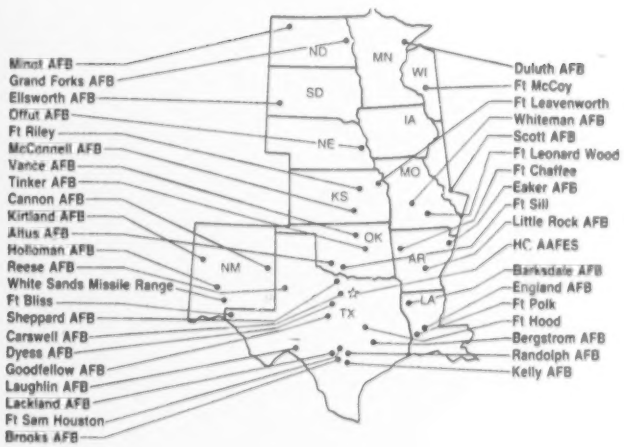
Europe Activity Description	No. of Branches	No. of Annexes	Total
Main Stores	60	170	230
Branch Retail Stores	140	80	220
Specialized Stores	61	13	74
Military Clothing	79	0	79
Automotive Sales, Services & Repair	471	67	538
Shoppettes	120	30	150
Concession	1001	17	1018
Class Six	89	36	125
	2021	**413**	**2434**

Worldwide Activity Description	No. of Branches	No. of Annexes	Total
Main Stores	235	261	496
Branch Retail Stores	465	132	597
Specilized Stores	157	546	703
Military Clothing	263	0	263
Automotive Sales, Services & Repair	794	163	957
Shoppettes	351	77	428
Concession	1683	275	1958
Class Six	285	79	364
	4233	**1533**	**5766**

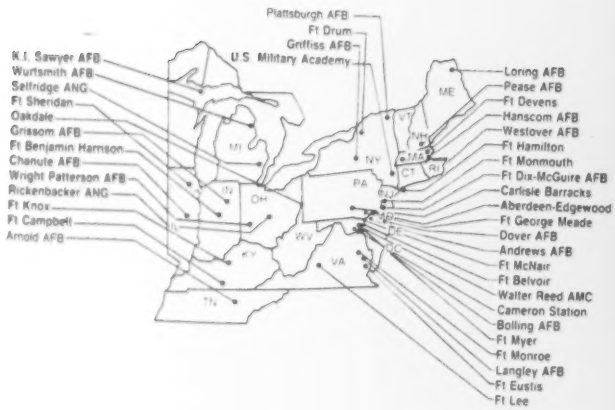
AAFES CONUS EXCHANGE REGIONS

2727 LBJ Freeway
Dallas, TX 75234-7315

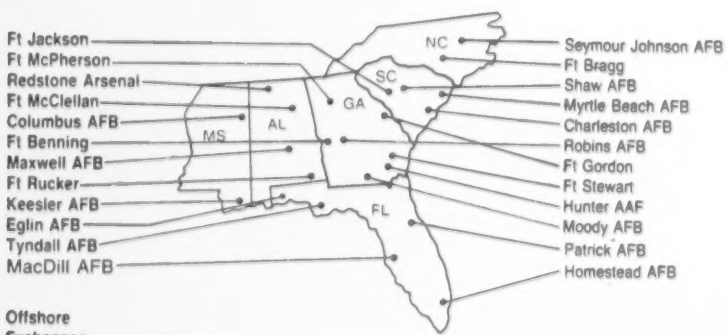
CENTRAL OPERATIONS



EASTERN OPERATIONS



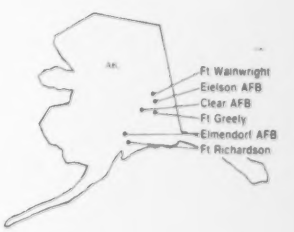
SOUTHERN OPERATIONS

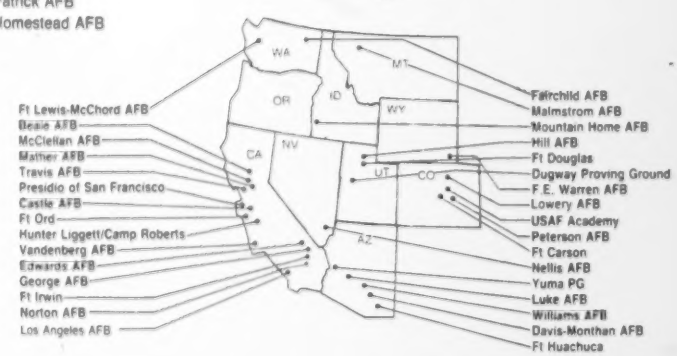


Offshore Exchanges

Thule AB (Greenland)
Sondrestrom AB (Greenland)
Lajes Field (Azores)
Puerto Rico-Ft Buchanan
Panama

WESTERN OPERATIONS

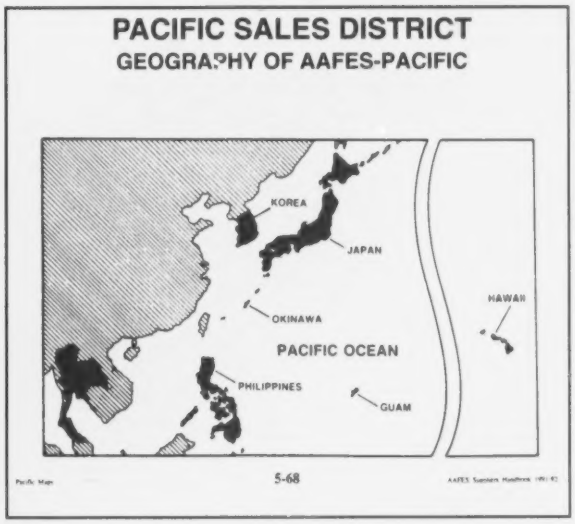


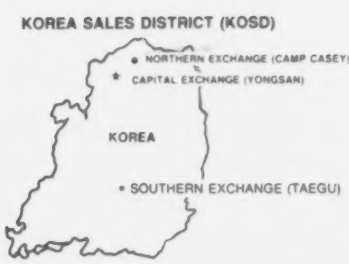


AAFES-EUROPE

EUROPEAN BASIN SALES DISTRICT
GEOGRAPHY OF AAFES-EUROPE

AAFES-PACIFIC





AAFES Exchange Sales
(FY90)

Worldwide Summary, Retail Sales by Department ($ in thousands)

Department/Dept Code	CONUS		Overseas		Mail Order		Worldwide		% Change
	$	%	$	%	$	%	$	%	90 vs 89
Automotive/01	$90,323	2.6	$54,956	2.3	$98	0.2	$145,377	2.5	4.78
Gasoline/02	358,857	10.4	169,770	7.1	0	0.0	528,627	9.0	19.66
Automotive Labor/03	16,705	0.5	6,432	0.3	0	0.0	23,137	0.4	12.01
Video Rental/04	7,556	0.2	8,964	0.4	0	0.0	16,519	0.3	395.62
Tobacco Products/10	112,018	3.2	48,594	2.0	0	0.0	160,612	2.7	7.93
DPSC Merchandise/19	152,784	4.4	56,775	2.4	0	0.0	209,558	3.5	19.51
Food, Candy & Snacks/20	187,198	5.4	176,815	7.4	47	0.1	364,061	6.2	5.20
Wine & Wine Coolers/22	44,965	1.3	21,887	0.9	0	0.0	66,852	1.1	24.45
Beer & Beverages/23	137,937	4.0	56,166	2.3	0	0.0	194,103	3.3	12.16
Distilled Spirits/25	122,847	3.6	50,857	2.1	0	0.0	173,704	2.9	28.81
Carbonated Beverages/29	51,015	1.5	71,467	3.0	0	0.0	122,482	2.1	49.09
Toiletries/30	163,935	4.7	103,337	4.3	586	1.2	267,857	4.5	6.48
Cosmetics & Fragrances/34	116,543	3.4	54,427	2.3	4	0.0	170,974	2.9	13.52
Military Wear/40	64,152	1.9	27,574	1.1	-1	0.0	91,725	1.6	4.01
Jewelry/50	29,126	0.8	18,124	0.8	6,745	14.0	53,995	0.9	0.54
Watches/51	35,114	1.0	23,072	1.0	115	0.2	58,300	1.0	0.39
Precious & Semi-Precious Jewelry/56	48,993	1.4	41,017	1.7	75	0.2	90,084	1.5	1.27
Stationery/60	163,076	4.7	76,025	3.2	1,058	2.2	240,160	4.1	9.56
Men's Outerwear/70	76,416	2.2	53,717	2.2	432	0.9	130,565	2.2	17.53
Men's Furnishings/71	111,598	3.2	69,939	2.9	298	0.6	181,835	3.1	1.54
Women's Outerwear/72	111,350	3.2	75,713	3.2	416	0.9	187,478	3.2	11.10
Women's Lingerie/73	70,064	2.0	30,085	1.3	449	0.9	100,598	1.7	4.72
Boyswear/74	32,154	0.9	21,644	0.9	15	0.0	53,813	0.9	14.77
Girlswear/75	28,810	0.8	19,738	0.8	7	0.0	48,556	0.8	11.03
Infants' & Toddlers' Wear/76	40,972	1.2	26,681	1.1	81	0.2	67,734	1.1	14.87
Footwear/77	122,846	3.6	76,693	3.2	1,075	2.2	200,615	3.4	10.20
Linens & Domestics/78	45,234	1.3	33,913	1.4	480	1.0	79,626	1.3	2.15
Yardage & Sewing Notions/79	4,128	0.1	12,164	0.5	441	0.9	16,733	0.3	-4.13
Dinnerware & Flatware/80	11,657	0.3	7,720	0.3	1,150	2.4	20,528	0.3	-1.93
Kitchenware, Pots & Pans/81	34,104	1.0	20,130	0.8	753	1.6	54,987	0.9	2.93
Giftware/82	40,083	1.2	39,004	1.6	5,068	10.5	84,154	1.4	15.55
Cleaning Supplies/83	38,459	1.1	23,178	1.0	17	0.0	61,654	1.0	-4.22
Traffic & Major Appliances/85	65,276	1.9	49,099	2.0	1,525	3.2	115,900	2.0	5.13
Furniture & Rugs/86	32,096	0.9	62,586	2.6	1,279	2.7	95,961	1.6	9.10
Hardware, Tools, Garden & Pet Supplies/87	78,738	2.3	34,508	1.4	192	0.4	113,438	1.9	4.91
Luggage/88	20,797	0.6	11,192	0.5	249	0.5	32,238	0.5	12.50
Outdoor Living/89	80,865	2.3	16,711	0.7	76	0.2	97,651	1.7	4.50
Sporting Goods & Camping Supplies/91	54,642	1.6	36,428	1.5	1,438	3.0	92,507	1.6	19.79
Developed Film/92	12,832	0.4	3,275	0.1	0	0.0	16,107	0.3	-2.86
Photographic, Optical & Photo Processing/93	46,971	1.4	35,162	1.5	3,092	6.4	85,225	1.4	-3.07
Toys & Games/95	61,723	1.8	67,375	2.8	608	1.3	129,707	2.2	7.17
Computers & Accessories/96	37,680	1.1	49,233	2.1	25	0.1	86,937	1.5	-5.85
Home Entertainment & Musical Instruments/97	225,249	6.5	346,912	14.5	20,012	41.6	592,172	10.0	10.72
Recorded Sound/Video Cassettes/98	67,455	2.0	110,656	4.6	158	0.3	178,269	3.0	21.49
TOTAL	**$3,455,343**	**100.0%**	**$2,399,715**	**100%**	**$48,059**	**100%**	**$5,903,115**	**100%**	**11.00**

AAFES Exchange Sales
(FY90)

Central Region Sales by Retail Department ($ in thousands)

Department/Dept Code	FY90 Department Sales	% of All-Dept. Region Total	% of CONUS Dept Total	% of Worldwide Dept Sales	FY89 Department Sales	Dept. Sales % Change 90 vs 89
Automotive/01	$21,728	2.5	24.1	14.9	$22,148	-1.9
Gasoline/02	84,848	9.8	23.6	16.1	71,446	18.8
Automotive Labor/03	3,732	0.4	22.3	16.1	3,646	2.4
Video Rental/04	1,574	0.2	20.8	9.5	325	384.3
Tobacco Products/10	30,866	3.6	27.6	19.2	30,811	0.2
DPSC Merchandise/19	41,130	4.8	26.9	19.6	33,415	23.1
Food, Candy & Snacks/20	50,611	5.9	27.0	13.9	49,017	3.3
Wine & Wine Coolers/22	9,637	1.1	21.4	14.4	7,399	30.2
Beer & Beverages/23	33,192	3.9	24.1	17.1	28,655	15.8
Distilled Spirits/25	26,253	3.0	21.4	15.1	18,884	39.3
Carbonated Beverages/29	13,326	1.5	26.1	10.9	9,867	35.1
Toiletries/30	40,947	4.8	25.0	15.3	39,005	5.0
Cosmetics & Fragrances/34	30,575	3.5	26.2	17.9	27,188	12.5
Military Wear/40	18,351	2.1	28.6	20.0	17,706	3.6
Jewelry/50	7,473	0.9	25.7	13.8	7,527	-0.7
Watches/51	8,387	1.0	23.9	14.4	9,449	-11.2
Precious & Semi-Precious Jewelry/56	12,354	1.4	25.2	13.7	12,150	1.7
Stationery/60	42,317	4.9	25.9	17.6	38,574	9.7
Men's Outerwear/70	19,534	2.3	25.6	15.0	15,849	23.3
Men's Furnishings/71	27,444	3.2	24.6	15.1	28,169	-2.6
Women's Outerwear/72	27,546	3.2	24.7	14.7	23,944	15.0
Women's Lingerie/73	18,314	2.1	26.1	18.2	17,399	5.3
Boyswear/74	7,880	0.9	24.5	14.6	6,753	16.7
Girlswear/75	7,258	0.8	25.2	14.9	6,190	17.3
Infants' & Toddlers' Wear/76	10,207	1.2	24.9	15.1	8,431	21.1
Footwear/77	31,522	3.7	25.7	15.7	28,664	10.0
Linens & Domestics/78	10,829	1.3	23.9	13.6	10,946	-1.1
Yardage & Sewing Notions/79	1,065	0.1	25.8	6.4	1,373	-22.4
Dinnerware & Flatware/80	2,765	0.3	23.7	13.5	2,785	-0.7
Kitchenware, Pots & Pans	7,914	0.9	23.2	14.4	7,738	2.3
Giftware/82	8,355	1.0	20.8	9.9	7,559	10.5
Cleaning Supplies/83	10,601	1.2	27.6	17.2	10,898	-2.7
Traffic & Major Appliances/85	16,120	1.9	24.7	13.9	15,257	5.7
Furniture & Rugs/86	6,772	0.8	21.1	7.1	5,754	17.7
Hardware, Tools, Garden & Pet Supplies/87	19,624	2.3	24.9	17.3	19,102	2.7
Luggage/88	6,094	0.7	29.3	18.9	5,556	9.7
Outdoor Living/89	21,263	2.5	26.3	21.8	20,654	2.9
Sporting Goods & Camping Supplies/91	12,601	1.5	23.1	13.6	10,636	18.5
Developed Film/92	3,965	0.5	30.9	24.6	3,591	10.4
Photographic, Optical & Photo Processing/93	11,205	1.3	23.9	13.1	11,489	-2.5
Toys & Games/95	14,500	1.7	23.5	11.2	14,962	-3.1
Computers and accessories/96	9,874	1.1	26.2	11.4	11,237	-12.1
Home Entertainment & Musical Instruments/97	55,486	6.4	24.6	9.4	49,134	12.9
Recorded Sound/Video Cassettes/98	15,977	1.9	23.7	9.0	12,618	26.6
Total	**$862,019**	**100%**	**24.9%**	**14.6%**	**$783,900**	**10.0%**

AAFES Exchange Sales
(FY90)

Eastern Region Sales by Retail Department ($ in thousands)

Department/Dept Code	FY90 Department Sales	% of All-Dept. Total	% of CONUS Dept Total	% of Worldwide Dept Sales	FY89 Department Sales	Dept. Sales % Change 90 vs 89
Automotive/01	$20,059	2.3	22.2	13.8	$20,665	-2.9
Gasoline/02	87,502	10.0	24.4	16.6	72,931	20.0
Automotive Labor/03	4,130	0.5	24.7	17.9	3,803	8.6
Video Rental/04	1,343	0.2	17.8	8.1	168	699.4
Tobacco Products/10	37,037	4.2	33.1	23.1	33,933	9.1
DPSC Merchandise/19	44,453	5.1	29.1	21.2	37,608	18.2
Food, Candy & Snacks/20	44,203	5.0	23.6	12.1	41,978	5.3
Wine & Wine Coolers/22	14,397	1.6	32.0	21.5	11,120	29.5
Beer & Beverages/23	30,002	3.4	21.8	15.5	25,986	15.5
Distilled Spirits/25	33,717	3.8	27.4	19.4	25,783	30.8
Carbonated Beverages/29	11,206	1.3	22.0	9.1	6,529	71.6
Toiletries/30	42,367	4.8	25.8	15.8	40,503	4.6
Cosmetics & Fragrances/34	30,736	3.5	26.4	18.0	26,187	17.4
Military Wear/40	20,421	2.3	31.8	22.3	20,346	0.4
Jewelry/50	7,800	0.9	26.8	14.4	7,369	5.8
Watches/51	9,028	1.0	25.7	15.5	9,262	-2.5
Precious & Semi-Precious Jewelry/56	11,718	1.3	23.9	13.0	11,946	-1.9
Stationery/60	40,744	4.6	25.0	17.0	36,777	10.8
Men's Outerwear/70	22,350	2.6	29.2	17.1	18,072	23.7
Men's Furnishings/71	29,689	3.4	26.6	16.3	32,258	-8.0
Women's Outerwear/72	28,282	3.2	25.4	15.1	25,619	10.4
Women's Lingerie/73	19,209	2.2	27.4	19.1	18,566	3.5
Boyswear/74	8,661	1.0	26.9	16.1	7,431	16.6
Girlswear/75	7,407	0.8	25.7	15.3	6,335	16.9
Infants' & Toddlers' Wear/76	10,471	1.2	25.6	15.5	8,630	21.3
Footwear/77	33,003	3.8	26.9	16.5	31,288	5.5
Linens & Domestics/78	11,331	1.3	25.0	14.2	11,735	-3.4
Yardage & Sewing Notions/79	967	0.1	23.4	5.8	1,152	-16.1
Dinnerware & Flatware/80	2,617	0.3	22.5	12.7	2,687	-2.6
Kitchenware, Pots & Pans/81	8,273	0.9	24.3	15.0	7,703	7.4
Giftware/82	12,063	1.4	30.1	14.3	11,648	3.6
Cleaning Supplies/83	9,649	1.1	25.1	15.7	10,128	-4.7
Traffic & Major Appliances/85	14,342	1.6	22.0	12.4	13,255	8.2
Furniture & Rugs/86	4,398	0.5	13.7	4.6	4,011	9.6
Hardware, Tools, Garden & Pet Supplies/87	20,500	2.3	26.0	18.1	19,920	2.9
Luggage/88	5,419	0.6	26.1	16.8	4,857	11.6
Outdoor Living/89	19,900	2.3	24.6	20.4	19,257	3.3
Sporting Goods & Camping Supplies/91	11,617	1.3	21.3	12.6	10,042	15.7
Developed Film/92	3,206	0.4	25.0	19.9	3,457	-7.3
Photographic, Optical & Photo Processing/93	12,296	1.4	26.2	14.4	12,397	-0.8
Toys & Games/95	14,311	1.6	23.2	11.0	15,040	-4.8
Computers and accessories/96	6,833	0.8	18.1	7.9	18,146	-62.3
Home Entertainment & Musical Instruments/97	51,117	5.8	22.7	8.6	48,094	6.3
Recorded Sound/Video Cassettes/98	17,436	2.0	25.8	9.8	12,417	40.4
Total	**$876,207**	**100%**	**25.4%**	**14.8%**	**$807,039**	**8.6%**

AAFES Exchange Sales
(FY90)

Western Region Sales by Retail Department ($ in thousands)

Department/Dept Code	FY90 Department Sales	% of All-Dept. Region Total	% of CONUS Dept Total	% of Worldwide Dept Sales	FY89 Department Sales	Dept. Sales % Change 90 vs 89
Automotive/01	$26,418	3.0	29.2	18.2	$24,717	6.9
Gasoline/02	113,863	12.9	31.7	21.5	89,106	27.8
Automotive Labor/03	5,723	0.6	34.3	24.7	5,240	9.2
Video Rental/04	2,312	0.3	30.6	14.0	374	518.2
Tobacco Products/10	21,951	2.5	19.6	13.7	22,546	-2.6
DPSC Merchandise/19	30,156	3.4	19.7	14.4	26,460	14.0
Food, Candy & Snacks/20	45,824	5.2	24.5	12.6	44,950	1.9
Wine & Wine Coolers/22	8,371	0.9	18.6	12.5	6,187	35.3
Beer & Beverages/23	24,725	2.8	17.9	12.7	20,502	20.6
Distilled Spirits/25	20,614	2.3	16.8	11.9	14,319	44.0
Carbonated Beverages/29	12,446	1.4	24.4	10.2	6,533	90.5
Toiletries/30	39,668	4.5	24.2	14.8	37,577	5.6
Cosmetics & Fragrances/34	26,943	3.0	23.1	15.8	24,539	9.8
Military Wear/40	12,238	1.4	19.1	13.3	11,938	2.5
Jewelry/50	7,350	0.8	25.2	13.6	7,134	3.0
Watches/51	7,730	0.9	22.0	13.3	7,906	-2.2
Precious & Semi-Precious Jewelry/56	13,455	1.5	27.5	14.9	13,584	-0.9
Stationery/60	43,927	5.0	26.9	18.3	39,763	10.5
Men's Outerwear/70	18,935	2.1	24.8	14.5	16,417	15.3
Men's Furnishings/71	26,864	3.0	24.1	14.8	25,596	5.0
Women's Outerwear/72	32,450	3.7	29.1	17.3	27,151	19.5
Women's Lingerie/73	17,126	1.9	24.4	17.0	16,477	3.9
Boyswear/74	8,716	1.0	27.1	16.2	7,233	20.5
Girlswear/75	8,220	0.9	28.5	16.9	6,681	23.0
Infants' & Toddlers' Wear/76	11,757	1.3	28.7	17.4	9,600	22.5
Footwear/77	29,075	3.3	23.7	14.5	25,772	12.8
Linens & Domestics/78	12,843	1.5	28.4	16.1	13,238	-3.0
Yardage & Sewing Notions/79	844	0.1	20.4	5.0	1,487	-43.2
Dinnerware & Flatware/80	3,556	0.4	30.5	17.3	3,318	7.2
Kitchenware, Pots & Pans/81	10,380	1.2	30.4	18.9	9,747	6.5
Giftware/82	12,362	1.4	30.8	14.7	11,961	3.4
Cleaning Supplies/83	8,063	0.9	21.0	13.1	8,545	-5.6
Traffic & Major Appliances/85	17,696	2.0	27.1	15.3	17,193	2.9
Furniture & Rugs/86	13,182	1.5	41.1	13.7	11,744	12.2
Hardware, Tools, Garden & Pet Supplies/87	19,787	2.2	25.1	17.4	18,485	7.0
Luggage/88	4,051	0.5	19.5	12.6	3,812	6.3
Outdoor Living/89	19,985	2.3	24.7	20.5	17,897	11.7
Sporting Goods & Camping Supplies/91	16,056	1.8	29.4	17.4	14,515	10.6
Developed Film/92	3,678	0.4	28.7	22.8	3,821	-3.7
Photographic, Optical & Photo Processing/93	12,970	1.5	27.6	15.2	13,050	-0.6
Toys & Games/95	18,833	2.1	30.5	14.5	17,146	9.8
Computers and Accessories/96	12,060	1.4	32.0	13.9	12,313	-2.1
Home Entertainment & Musical Instruments/97	63,879	7.2	28.4	10.8	57,806	10.5
Recorded Sound/Video Cassettes/98	18,361	2.1	27.2	10.3	14,207	29.2
Total	**$885,443**	**100%**	**25.6%**	**15.0%6**	**$788,587**	**12.3%**

AAFES Exchange Sales
(FY90)

Southern Region Sales by Retail Department ($ in thousands)

Department/Dept Code	FY90 Department Sales	% of All-Dept. Region Total	% of CONUS Dept Total	% of Worldwide Dept Sales	FY89 Department Sales	Dept. Sales % Change 90 vs 89
Automotive/01	$22,118	2.7	24.5	15.2	$20,462	8.1
Gasoline/02	72,645	8.7	20.2	13.7	57,546	26.2
Automotive Labor	3,119	0.4	18.7	13.5	2,968	5.1
Video Rental	2,327	0.3	30.8	14.1	680	242.2
Tobacco Products/10	22,163	2.7	19.8	13.8	22,530	-1.6
DPSC Merchandise/19	36,933	4.4	24.2	17.6	30,389	21.5
Food, Candy & Snacks/20	46,560	5.6	24.9	12.8	48,273	-3.5
Wine & Wine Coolers/22	12,559	1.5	27.9	18.8	9,905	26.8
Beer & Beverages/23	50,017	6.0	36.3	25.8	44,044	13.6
Distilled Spirits/25	42,264	5.1	34.4	24.3	31,989	32.1
Carbonated Beverages/29	14,037	1.7	27.5	11.5	11,013	27.5
Toiletries/30	40,953	4.9	25.0	15.3	41,004	-0.1
Cosmetics & Fragrances/34	28,289	3.4	24.3	16.5	25,603	10.5
Military Wear/40	13,142	1.6	20.5	14.3	12,953	1.5
Jewelry/50	6,504	0.8	22.3	12.0	6,846	-5.0
Watches/51	9,968	1.2	28.4	17.1	9,233	8.0
Precious & Semi-Precious Jewelry/56	11,465	1.4	23.4	12.7	11,317	1.3
Stationery/60	36,089	4.3	22.1	15.0	34,450	4.8
Men's Outerwear/70	15,597	1.9	20.4	11.9	13,407	16.3
Men's Furnishings/71	27,602	3.3	24.7	15.2	30,488	-9.5
Women's Outerwear/72	23,071	2.8	20.7	12.3	21,102	9.3
Women's Lingerie/73	15,416	1.9	22.0	15.3	14,984	2.9
Boyswear/74	6,896	0.8	21.4	12.8	6,135	12.4
Girlswear/75	5,924	0.7	20.6	12.2	5,277	12.3
Infants' & Toddlers' Wear/76	8,536	1.0	20.8	12.6	7,636	11.8
Footwear/77	29,247	3.5	23.8	14.6	28,104	4.1
Linens & Domestics/78	10,230	1.2	22.6	12.8	10,360	-1.3
Yardage & Sewing Notions/79	1,252	0.2	30.3	7.5	1,701	-26.4
Dinnerware & Flatware/80	2,720	0.3	23.3	13.3	2,736	-0.6
Kitchenware, Pots & Pans/81	7,537	0.9	22.1	13.7	7,472	0.9
Giftware/82	7,303	0.9	18.2	8.7	7,257	0.6
Cleaning Supplies/83	10,145	1.2	26.4	16.5	11,257	-9.9
Traffic & Major Appliances/85	17,119	2.1	26.2	14.8	16,804	1.9
Furniture & Rugs/86	7,744	0.9	24.1	8.1	7,847	-1.3
Hardware, Tools, Garden & Pet Supplies/87	18,827	2.3	23.9	16.6	18,543	1.5
Luggage/88	5,233	0.6	25.2	16.2	4,889	7.0
Outdoor Living/89	19,717	2.4	24.4	20.2	18,453	6.8
Sporting Goods & Camping Supplies/91	14,368	1.7	26.3	15.5	12,852	11.8
Developed Film/92	1,983	0.2	15.5	12.3	2,241	-11.5
Photographic, Optical & Photo Processing/93	10,500	1.3	22.4	12.3	11,231	-6.5
Toys & Games/95	14,078	1.7	22.8	10.9	14,520	-3.0
Computers and accessories/96	8,912	1.1	23.7	10.3	9,949	-10.4
Home Entertainment & Musical Instruments/97	54,768	6.6	24.3	9.2	52,957	3.4
Recorded Sound/Video Cassettes/98	15,681	1.9	23.2	8.8	13,606	15.3
Total	**$831,559**	**100%**	**24.1%**	**14.1%**	**$773,013**	**7.6%**

AAFES Exchange Sales
(FY90)

Europe Sales by Retail Department ($ in thousands)

Department/Dept Code	FY90 Department Sales	% of All-Dept. Region Total	% of Overseas Dept Total	% of Worldwide Dept Sales	FY89 Department Sales	Dept. Sales % Change 90 vs 89
Automotive/01	$43,638	2.5	79.4	30.0	$39,051	11.7
Gasoline/02	124,445	7.1	73.3	23.5	108,725	14.5
Automotive Labor/03	4,563	0.3	70.9	19.7	3,226	41.4
Video Rental/04	3,055	0.2	34.1	18.5	217	1307.8
Tobacco Products/10	37,050	2.1	76.2	23.1	27,483	34.8
DPSC Merchandise/19	42,686	2.4	75.2	20.4	35,099	21.6
Food, Candy & Snacks/20	132,429	7.6	74.9	36.4	117,415	12.8
Wine & Wine Coolers/22	17,000	1.0	77.7	25.4	13,972	21.7
Beer & Beverages/23	37,960	2.2	67.6	19.6	38,397	-1.1
Distilled Spirits/25	31,515	1.8	62.0	18.1	25,537	23.4
Carbonated Beverages/29	64,588	3.7	90.4	52.7	43,236	49.4
Toiletries/30	68,763	3.9	66.5	25.7	59,072	16.4
Cosmetics & Fragrances/34	35,448	2.0	65.1	20.7	29,066	22.0
Military Wear/40	22,717	1.3	82.4	24.8	20,536	10.6
Jewelry/50	13,524	0.8	74.6	25.0	12,851	5.2
Watches/51	16,984	1.0	73.6	29.1	15,752	7.8
Precious & Semi-Precious Jewelry/56	26,553	1.5	64.7	29.5	24,446	8.6
Stationery/60	52,681	3.0	69.3	21.9	44,972	17.1
Men's Outerwear/70	45,308	2.6	84.3	34.7	39,760	14.0
Men's Furnishings/71	55,634	3.2	79.5	30.6	48,711	14.2
Women's Outerwear/72	59,758	3.4	78.9	31.9	54,761	9.1
Women's Lingerie/73	23,113	1.3	76.8	23.0	21,527	7.4
Boyswear/74	17,738	1.0	82.0	33.0	15,737	12.7
Girlswear/75	15,799	0.9	80.0	32.5	15,381	2.7
Infants' & Toddlers' Wear/76	21,026	1.2	78.8	31.0	19,237	9.3
Footwear/77	62,323	3.6	81.3	31.1	54,090	15.2
Linens & Domestics/78	24,572	1.4	72.5	30.9	21,260	15.6
Yardage & Sewing Notions/79	9,361	0.5	77.0	55.9	8,320	12.5
Dinnerware & Flatware/80	5,616	0.3	72.7	27.4	5,904	-4.9
Kitchenware, Pots & Pans/81	14,672	0.8	72.9	26.7	13,687	7.2
Giftware/82	33,098	1.9	84.9	39.3	24,612	34.5
Cleaning Supplies/83	16,349	0.9	70.5	26.5	16,507	-1.0
Traffic & Major Appliances/85	28,316	1.6	57.7	24.4	25,655	10.4
Furniture & Rugs/86	38,552	2.2	61.6	40.2	33,103	16.5
Hardware, Tools, Garden & Pet Supplies/87	24,702	1.4	71.6	21.8	21,737	13.6
Luggage/88	8,885	0.5	79.4	27.6	7,344	21.0
Outdoor Living/89	10,872	0.6	65.1	11.1	11,757	-7.5
Sporting Goods & Camping Supplies/91	26,679	1.5	73.2	28.8	19,186	39.1
Developed Film/92	1,614	0.1	49.3	10.0	1,498	7.7
Photographic, Optical & Photo Processing/93	24,215	1.4	68.9	28.4	23,845	1.6
Toys & Games/95	54,435	3.1	80.8	42.0	44,922	21.2
Computers and accessories/96	36,961	2.1	75.1	42.5	36,921	0.1
Home Entertainment & Musical Instruments/97	228,002	13.0	65.7	38.5	204,418	11.5
Recorded Sound/Video Cassettes/98	84,744	4.8	76.6	47.5	71,934	17.8
Total	**$1,747,944**	**100%**	**72.8%**	**29.6%**	**$1,520,867**	**14.9%**

AAFES Exchange Sales
(FY90)

Pacific Sales by Retail Department ($ in thousands)

Department/Dept Code	FY90 Department Sales	% of All-Dept. Region Total	% of Overseas Dept Total	% of Worldwide Dept Sales	FY89 Department Sales	Dept. Sales % Change 90 vs 89
Automotive/01	$11,318	1.7	20.6	7.8	$11,627	-2.7
Gasoline/02	45,325	7.0	26.7	8.6	42,013	7.9
Automotive Labor/03	1,869	0.3	29.1	8.1	1,772	5.5
Video Rental/04	5,909	0.9	65.9	35.8	1,569	276.6
Tobacco Products/10	11,545	1.8	23.8	7.2	11,514	0.3
DPSC Merchandise/19	14,089	2.2	24.8	6.7	12,219	15.3
Food, Candy & Snacks/20	44,386	6.8	25.1	12.2	44,357	0.1
Wine & Wine Coolers/22	4,888	0.7	22.3	7.3	5,135	-4.8
Beer & Beverages/23	18,206	2.8	32.4	9.4	15,474	17.7
Distilled Spirits/25	19,342	3.0	38.0	11.1	18,344	5.4
Carbonated Beverages/29	6,879	1.1	9.6	5.6	4,976	38.2
Toiletries/30	34,573	5.3	33.5	12.9	33,924	1.9
Cosmetics & Fragrances/34	18,978	2.9	34.9	11.1	18,026	5.3
Military Wear/40	4,858	0.7	17.6	5.3	4,711	3.1
Jewelry/50	4,600	0.7	25.4	8.5	4,966	-7.4
Watches/51	6,088	0.9	26.4	10.4	6,405	-4.9
Precious & Semi-Precious Jewelry/56	14,464	2.2	35.3	16.1	15,428	-6.2
Stationery/60	23,344	3.6	30.7	0.1	23,416	-0.3
Men's Outerwear/70	8,409	1.3	15.7	6.4	7,314	15.0
Men's Furnishings/71	14,305	2.2	20.5	7.9	13,672	4.6
Women's Outerwear/72	15,955	2.4	21.1	8.5	15,936	0.1
Women's Lingerie/73	6,972	1.1	23.2	6.9	6,712	3.9
Boyswear/74	3,906	0.6	18.0	7.3	3,596	8.6
Girlswear/75	3,940	0.6	20.0	8.1	3,866	1.9
Infants' & Toddlers' Wear/76	5,656	0.9	21.2	8.4	5,391	4.9
Footwear/77	14,371	2.2	18.7	7.2	13,277	8.2
Linens & Domestics/78	9,341	1.4	27.5	11.7	9,996	-6.6
Yardage & Sewing Notions/79	2,803	0.4	23.0	16.8	2,960	-5.3
Dinnerware & Flatware/80	2,104	0.3	27.3	10.2	2,093	0.5
Kitchenware, Pots & Pans/81	5,407	0.8	26.9	9.8	6,443	-16.1
Giftware/82	5,906	0.9	15.1	7.0	5,210	13.4
Cleaning Supplies/83	6,829	1.0	29.5	11.1	7,447	-8.3
Traffic & Major Appliances/85	20,782	3.2	42.3	17.9	20,665	0.6
Furniture & Rugs/86	24,034	3.7	38.4	25.0	23,870	0.7
Hardware, Tools, Garden & Pet Supplies/87	9,805	1.5	28.4	8.6	10,216	-4.0
Luggage/88	2,307	0.4	20.6	7.2	1,955	18.0
Outdoor Living/89	5,839	0.9	34.9	6.0	5,386	8.4
Sporting Goods & Camping Supplies/91	9,749	1.5	26.8	10.5	8,757	11.3
Developed Film/92	1,661	0.3	50.7	10.3	1,975	-15.9
Photographic, Optical & Photo Processing/93	10,946	1.7	31.1	12.8	13,377	-18.2
Toys & Games/95	12,940	2.0	19.2	10.0	13,762	-6.0
Computers and accessories/96	12,271	1.9	24.9	14.1	13,853	-11.4
Home Entertainment & Musical Instruments/97	118,910	18.2	34.3	20.1	105,784	12.4
Recorded Sound/Video Cassettes/98	25,912	4.0	23.4	14.5	21,833	18.7
Total	**$651,720**	**100%**	**27.2%**	**11.0%**	**$621,222**	**4.9%**

AAFES Exchange Sales
(FY90)

AAFES sales for FY90 are preliminary and unaudited. Arithmetic differences may occur due to rounding. Figures include contracted services.

Central Region

Market	Retail	Gasoline	Liquor	Food	Services	Vending	Theaters	Total FY90	Total FY89	Total Sales % Change 90 vs 89
Altus AFB, OK	5,688,841	842,147	256,289	261,370	1,388,062	530,332	62,296	9,029,337	8,879,306	1.69
Barksdale AFB,LA	22,297,488	4,472,858	830,313	1,023,373	2,609,093	1,116,821	59,623	32,409,536	29,850,512	8.57
Camp Beauregard, LA	565,167	0	0	0	0	0	0	565,167	568,171	-0.53
Bergstrom AFB, TX	20,672,016	1,683,497	1,185,718	1,730,503	2,144,771	737,832	48,816	28,203,136	25,728,275	9.62
Bismark, ND	251,391	0	0	0	0	0	0	251,391	243,882	3.08
Ft. Bliss, TX	52,681,168	3,064,360	1,939,349	5,739,402	9,793,698	5,881,458	138,193	79,237,616	75,655,764	4.73
Brooks AFB, TX	2,877,447	711,083	111,609	106,272	637,053	470,278	0	4,913,742	4,577,974	7.33
Cannon AFB, NM	7,866,699	1,330,692	176,219	1,048,251	1,048,752	680,145	83,284	12,234,042	10,068,334	21.51
Carswell AFB, TX	33,651,488	4,076,533	1,346,116	1,111,430	2,527,948	799,452	41,821	43,554,752	39,388,288	10.58
Ft. Chaffee, AR	3,345,566	0	134,423	282,398	312,660	574,621	0	4,629,668	3,629,797	27.55
Camp Clark, MO	42,081	0	0	0	0	0	0	42,081	36,117	16.51
Des Moines, IA	841,690	0	0	0	0	0	0	841,690	743,087	13.27
Camp Dodge, IA	864,348	0	0	0	0	25,300	0	889,648	788,254	12.86
Duluth ANG, MN	1,763,872	0	0	0	0	0	0	1,763,872	1,658,465	6.36
Dyess AFB, TX	8,842,882	1,198,575	376,671	470,037	975,168	713,434	51,477	12,628,244	12,446,881	1.46
Eaker AFB, AR	5,654,526	1,171,013	190,388	174,307	745,905	382,812	53,694	8,372,645	8,904,489	-5.97
Ellington, TX	1,300,987	0	4	0	0	765	0	1,301,756	923,667	40.93
Ellsworth, AFB, SD	11,313,511	1,649,228	223,520	1,066,871	1,997,693	755,909	119,106	17,125,824	16,357,499	4.70
England AFB, LA	7,198,978	1,538,566	308,533	306,920	1,563,024	448,279	10,588	11,374,888	10,117,571	12.43
Forbes Field, KS	226,138	0	0	0	0	0	0	226,138	206,542	9.49
Goodfellow AFB, TX	8,042,940	666,774	398,531	421,462	2,741,884	911,645	67,617	13,250,853	11,612,293	14.11
Grafton	125,142	0	0	0	0	0	0	125,142	109,395	14.39
Grand Forks AFB, ND	10,666,341	1,628,551	219,885	1,298,297	3,369,885	666,752	96,677	17,944,368	17,335,009	3.52
Granite City, IL	1,987,132	202,629	195,291	0	119,750	10,940	0	2,515,742	2,489,933	1.04
Gruber, AR	232,681	0	0	0	0	0	0	232,681	286,236	-18.71
Hector Field, ND	595,316	0	0	0	0	0	0	595,316	516,821	15.19
Holloman AFB, NM	10,345,093	1,304,138	351,624	852,662	1,736,006	790,097	80,466	15,460,086	14,513,223	6.52
Ft. Hood, TX	70,638,160	9,850,736	2,989,113	9,151,055	17,263,072	10,285,705	352,571	120,530,384	112,948,308	6.71
HQ AAFES, TX	2,211,719	0	0	751,575	0	117,878	0	3,081,172	2,727,219	12.98
Jefferson City, MO	216,243	0	0	0	0	0	0	216,243	224,892	-3.85
Kelly AFB, TX	1,524,274	759,974	0	407,026	454,735	403,300	0	3,549,309	3,659,238	-3.00
Kingsport, TN	242,013	0	184	0	0	0	0	242,197	260,398	-6.99
Kirtland AFB, NM	19,996,352	2,380,476	650,939	2,228,213	1,556,100	627,838	111,579	27,551,456	24,073,480	14.45
Lackland AFB, TX	49,358,064	2,609,951	1,315,997	3,209,260	17,680,544	7,273,131	119,985	81,566,912	83,365,936	-2.16
Laughlin AFB, TX	4,172,609	942,829	138,006	294,351	467,924	243,396	38,759	6,297,874	6,397,549	-1.56
Ft. Leavenworth, KS	15,845,512	1,717,210	396,670	2,461,406	2,090,491	1,780,081	107,300	24,398,640	21,707,098	12.40
Ft. Leonard Wood, MO	27,553,200	448,919	569,790	4,312,370	5,694,516	7,249,870	413,324	46,241,952	48,708,631	-5.06
Lincoln, NE	536,572	0	0	0	0	20,016	0	556,588	531,904	4.64
Little Rock AFB, AR	17,115,072	2,137,599	930,950	978,904	885,876	965,438	67,177	23,080,976	19,863,474	16.20
Camp Mabry, TX	523,143	0	3	0	0	0	0	523,146	519,693	0.66
McAlester, OK	751,403	0	30,854	0	0	27,168	0	809,425	957,016	-15.42
McConnell AFB, KS	7,331,462	1,150,111	426,058	267,772	918,384	340,310	39,992	10,474,089	10,081,598	3.89
Ft. McCoy, WI	9,645,252	335,778	162,671	944,756	2,799,010	646,203	33,104	14,566,774	8,956,106	62.65
Memphis	1,277,141	0	290,695	0	0	15,859	0	1,583,695	17,812	8791.17
Milwaukee, WI	1,054,077	0	0	0	0	0	0	1,054,077	849,289	24.11
Minot AFB, ND	11,135,793	1,656,679	208,876	1,487,988	1,973,551	761,356	91,830	17,316,064	16,806,393	3.03
Offutt AFB, NE	27,440,944	3,347,169	677,111	1,444,208	3,039,330	1,473,275	38,601	37,460,608	34,151,016	9.69
Ozark	42,538	0	0	0	0	0	0	42,538	47,453	-10.36
Pine-bluff Arsenal, AR	271,995	0	4,034	0	0	9,882	0	285,911	268,716	6.40
Ft. Polk, LA	33,813,904	4,720,856	881,443	4,402,683	8,888,390	4,393,475	201,543	57,302,272	46,831,557	22.36

Market	Retail	Gasoline	Liquor	Food	Services	Vending	Theaters	Total FY90	Total FY89	Total Sales % Change 90 vs 89
Randolph AFB, TX	25,545,584	2,690,054	1,091,301	848,063	1,516,688	682,413	27,636	32,401,712	28,687,409	12.95
Red River AD, TX	875,117	0	102,725	0	0	251,712	0	1,229,554	1,239,166	-0.78
Reese AFB, TX	4,242,725	538,235	257,382	81,328	919,612	669,132	10,768	6,719,182	6,637,724	1.23
Richards	1,152,099	0	24,865	0	4,770	62,519	0	1,244,253	1,212,402	2.63
Ft. Riley, KS	23,299,504	4,502,271	1,135,011	4,926,255	5,528,647	6,020,502	180,449	45,592,608	38,966,210	17.00
Camp Ripley, NM	2,282,738	0	0	335,036	10,340	11,924	0	2,640,038	2,362,955	11.73
Ft. Sam Houston, TX	56,732,224	2,078,232	1,628,027	5,149,412	17,682,000	5,389,583	151,871	88,811,312	77,434,140	14.69
Scott AFB, IL	24,679,376	3,623,709	555,673	3,126,401	2,559,410	1,147,528	115,722	35,807,792	34,914,036	2.56
Sheppard AFB, TX	19,751,200	2,552,646	602,676	1,905,091	7,282,334	4,904,757	198,079	37,196,752	34,863,649	6.69
Ft. Sill, OK	32,103,696	5,669,083	1,203,419	4,065,121	11,345,204	7,105,900	224,035	61,716,432	54,165,936	13.94
St. Louis, MO	351,291	0	0	0	0	0	0	351,291	386,538	-9.12
Tinker AFB, OK	22,507,056	3,656,585	1,334,146	536,467	2,426,496	1,032,246	54,479	31,547,456	27,334,335	15.41
Truax Field, WI	751,997	0	0	0	0	0	0	751,997	708,809	6.09
Twin Cities, MN	4,550,211	315,746	0	0	0	11,050	0	4,877,007	4,175,806	16.79
Vance AFB, OK	2,391,093	494,718	139,856	0	234,966	221,452	0	3,482,085	3,334,410	4.43
Volk Field, WI	480,554	0	0	0	0	51,571	0	532,125	568,502	-6.40
Whiteman AFB, MO	4,816,584	0	164,823	241,663	628,469	373,891	42,684	6,268,114	6,707,597	-6.55
White Sands MR, NM	2,897,988	1,127,851	95,235	461,180	171,339	515,734	35,514	5,304,841	4,726,324	12.24
Central Totals	**$752,049,408**	**$84,848,061**	**$26,253,016**	**$69,889,139**	**$147,733,550**	**$80,582,967**	**$3,570,660**	**$1,164,906,801**	**$1,071,016,509**	**8.87%**

AAFES sales for FY 90 are preliminary and unaudited.
Arithmetic differences may occur due to rounding.
Figures include contracted services.

AAFES Exchange Sales
(FY90)

Eastern Region

Market	Retail	Gasoline	Liquor	Food	Services	Vending	Theaters	Total FY90	Total FY89	Total Sales % Change 90 vs 89
Aberdeen PG, MD	16,511,035	1,970,554	459,771	2,242,740	5,870,860	2,949,084	84,914	30,088,928	26,910,424	11.81
Andrews AFB,MD	44,344,592	4,655,246	0	3,487,520	5,399,699	1,686,078	188,218	59,761,328	54,035,142	10.60
Ft. A.P. Hill, VA	887,784	0	36,167	121,567	0	327,650	0	1,373,168	1,930,118	-28.86
Arlington Hall Station, VA	0	0	0	0	0	475	0	475	125,779	-99.62
Arnold AFS, TN	1,074,098	0	276,606	0	0	35,478	0	1,386,182	1,164,703	19.02
Camp Atterbury, IN	327,418	0	0	0	0	69,651	0	397,069	424,496	-6.46
Battle Creek, MI	481,324	0	0	0	4,301	0	0	485,625	449,872	7.95
Bayonne, NJ	976,953	168,615	0	0	35,655	63,904	0	1,245,127	1,008,626	23.45
Bellwood DGSC, VA	1,064,263	246,873	778,275	0	0	0	0	2,089,411	1,728,221	20.90
Ft. Belvoir, VA	41,135,872	4,209,586	2,865,686	1,630,542	5,583,476	1,788,791	92,727	57,306,640	55,460,441	3.33
Ft. Benjamin Harrison, IN	13,616,308	1,593,981	291,965	2,214,289	1,899,151	2,031,440	123,365	21,770,464	19,699,123	10.51
Bill Mitchell BX, WI	683,499	0	0	0	0	4,326	0	687,825	611,804	12.43
Bolling AFB, DC	23,123,056	3,615,904	0	2,822,105	4,436,351	694,162	41,409	34,732,960	29,354,861	18.32
Cameron Station, VA	27,296,832	1,967,276	2,841,358	429,309	1,748,488	130,275	0	34,413,520	34,448,621	-0.10
Ft. Campbell, KY	40,875,232	6,505,775	1,627,476	5,641,122	7,502,105	5,709,063	897	67,861,648	68,001,565	-0.21
Carlisle Barracks, PA	7,777,142	1,026,976	398,275	96,120	2,289,213	210,032	12,083	11,809,841	10,042,401	17.60
Chanute AFB, IL	12,557,702	1,846,567	201,981	465,270	3,286,121	2,429,917	149,203	20,936,736	22,142,957	-5.45
Chattanooga, TN	897,925	0	0	0	0	0	0	897,925	794,125	13.07
Ft. Detrick, MD	1,241,969	230,685	55,797	0	3,038,745	86,150	0	4,653,346	1,973,816	135.75
Ft. Devens, MA	23,352,016	1,618,103	625,871	3,196,314	3,961,180	2,689,730	222,206	35,665,376	35,680,312	-0.04
Ft. Dix, NJ	49,160,624	4,723,372	742,033	4,651,068	12,056,125	7,443,667	147,441	78,924,304	73,480,078	7.41
Dover AFB, DE	14,138,480	1,752,179	285,079	1,365,606	2,000,261	1,473,995	137,996	21,153,568	17,602,090	20.18
Ft. Drum, NY	24,822,736	4,924,353	671,875	5,118,022	5,256,471	3,343,332	146,864	44,285,632	34,885,118	26.95
Edgewood, MD	1,141,437	0	56,123	317,369	29,364	0	0	1,544,293	1,423,594	8.48
Ft. Eustis, VA	23,183,760	2,776,853	1,531,468	2,885,426	6,968,080	2,570,372	125,435	40,041,376	37,013,936	8.18
Ft. Meade, MD	36,944,384	0	0	1,094,934	2,297,688	1,588,814	125,466	42,051,248	39,503,776	6.45
Camp Grayling, MI	1,196,349	0	0	111,727	0	243,964	0	1,552,040	1,603,043	-3.18
Griffiss AFB, NY	12,145,418	2,287,463	438,738	190,530	785,369	658,987	96,503	16,603,008	15,282,448	8.64

Market	Retail	Gasoline	Liquor	Food	Services	Vending	Theaters	Total FY90	Total FY89	Total Sales % Change 90 vs 89
Grissom AFB, IN	5,769,050	1,472,478	114,926	1,090,102	512,071	489,501	42,277	9,490,405	8,839,585	7.36
Ft. Hamilton, NY	11,724,316	846,533	2,250,997	540,796	1,742,341	379,560	22,969	17,507,488	12,253,819	42.87
Hancock Field, NY	532,120	0	0	0	7,488	0	0	539,608	444,804	21.31
Hanscom AFB, MA	12,088,979	1,607,097	552,384	870,646	1,101,197	348,097	43,904	16,612,304	15,366,865	8.10
Ft. Indiantown Gap, PA	6,117,314	541,732	374,431	163,218	422,311	365,592	0	7,984,598	6,110,282	30.67
Camp Keyes, ME	677,803	0	0	0	0	0	0	677,803	565,523	19.85
K.I. Sawyer AFB, MI	8,059,730	1,653,933	176,049	187,865	557,092	454,835	87,152	11,176,656	10,441,119	7.04
Ft. Knox, NY	39,376,256	5,573,784	1,332,276	5,724,919	6,363,308	6,893,027	234,254	65,497,792	61,840,229	5.91
Langley AFB, VA	27,314,112	4,026,673	1,850,746	1,213,694	4,988,757	928,022	78,186	40,400,160	36,464,853	10.79
Ft. Lee, VA	26,301,328	3,067,237	1,389,563	4,180,893	11,529,702	4,404,642	108,554	50,981,888	44,091,797	15.63
Letterkenny AD, PA	328,602	0	56,876	0	0	158,688	0	544,166	488,120	11.48
Lexington, KY	439,733	0	93,789	0	0	0	0	533,522	444,745	19.96
Loring AFB, ME	6,814,013	1,036,936	207,833	394,622	1,092,949	605,037	133,139	10,284,529	10,091,089	1.92
Martinsburg, WV	203,098	0	0	0	0	0	0	203,098	171,116	18.69
McGhee Tyson ANG, TN	1,507,861	0	0	0	6,428	0	0	1,514,289	1,354,185	11.82
McGuire AFB, NJ	4,711,340	911,395	983,167	1,035,546	1,615,752	168,948	41,529	9,467,677	8,403,441	12.65
Ft. McNair, DC	708,819	433,395	0	0	143,850	114,308	4,078	1,404,450	1,318,494	6.52
Ft. Myer, VA	16,116,109	2,972,403	0	772,745	3,614,135	1,130,505	27,720	24,633,584	23,579,676	4.47
U.S. Military Academy, NY	13,833,406	1,969,949	714,258	249,115	1,975,625	2,474,807	71,531	21,288,672	19,632,274	8.44
Ft. Monmouth, NJ	11,668,073	1,440,346	853,517	1,161,092	1,843,574	631,669	70,126	17,668,368	15,719,639	12.40
Ft. Monroe, VA	3,537,848	709,504	744,401	101,932	279,632	164,728	7,629	5,545,674	5,493,699	0.95
Nashville ANGB, TN	1,410,920	0	0	0	0	0	0	1,410,920	1,277,081	10.48
Newark AFB, OH	239,496	0	0	0	0	9,576	0	249,072	235,052	5.96
New Cumberland AD, PA	831,475	216,553	339,630	0	0	35,550	0	1,423,208	1,214,712	17.16
Niagra AFB, NY	2,452,906	0	308,232	0	975,760	32,438	0	3,769,336	3,119,304	20.84
Oakdale, PA	4,313,709	0	1,107,355	199,332	53,521	47,885	0	5,721,802	5,112,672	11.91
O'Hare Airport, IL	1,552,785	0	0	0	0	7,499	0	1,560,284	1,457,223	7.07
Camp O'Neill, CT	1,327,730	0	0	0	0	0	0	1,327,730	1,403,562	-5.40
Ozark, MO	42,538	0	0	0	0	0	0	42,538	47,453	-10.35
Pease AFB, NH	9,378,905	1,845,898	594,080	168,034	965,946	367,060	26,792	13,346,715	17,465,246	-23.58
Pedricktown, NJ	526,852	0	0	0	0	0	0	526,852	471,695	11.69
Camp Perry, OH	226,715	0	0	0	1,234	16,671	0	244,620	313,497	-21.97
Phelps Collins ANG, MI	150,867	0	0	0	0	51,072	0	201,939	231,462	-12.76
Picatinny Aresenal, NJ	1,066,408	0	0	0	0	53,813	0	1,120,221	981,021	14.19
Ft. Pickett, VA	1,440,017	83,572	110,637	89,446	0	347,923	11,909	2,083,503	2,015,282	3.39
Pittsburg, PA	389,863	0	0	0	0	0	0	389,863	640,172	-39.10
Plattsburgh AFB, NY	8,126,844	327,696	294,404	56,904	1,596,488	631,452	38,022	11,071,810	11,287,263	-1.91
Pomona, NJ	548,997	0	0	13,353	0	0	0	562,350	470,597	19.50
Rickenbacker ANG, OH	3,254,492	480,129	487,647	0	31,246	58,890	0	4,312,404	4,038,097	6.79
Ft. Ritchie, MD	2,291,435	526,148	158,298	0	48,902	155,884	20,053	3,200,720	2,996,716	6.81
Rock Island, IL	957,582	0	0	0	0	542,417	0	1,499,999	1,485,891	0.95
Selfridge, MI	10,604,904	1,998,539	768,260	437,586	606,670	254,981	31,142	14,702,082	13,027,292	12.86
Seneca AD, NY	809,207	212,750	105,344	175,297	32,607	147,477	0	1,482,682	1,179,148	25.74
Ft. Sheridan, IL	7,461,054	739,432	0	236,723	724,138	288,703	0	9,450,050	8,157,012	15.85
Smyrna, TN	796,943	0	0	0	0	0	0	796,943	693,804	14.87
U.S. Sold & Airmens Home, DC	1,180,902	0	0	469,909	35,306	704,924	0	2,391,041	2,226,993	7.37
Ft. Story, VA	1,695,516	368,318	409,267	27,556	41,188	1,090,916	0	3,632,761	3,798,273	-4.36
Tobyhanna AD, PA	1,720,261	255,529	555,426	30,097	14,397	66,648	0	2,642,358	2,031,841	30.05
Ft. Totten, NY	2,436,238	0	0	32,439	14,032	7,803	0	2,490,512	1,851,297	34.53
Vint Hill Farms, VA	2,418,698	727,001	404,056	0	0	156,745	0	3,706,500	3,383,942	9.53
Walter Reed AMC, DC	9,313,213	777,760	0	393,346	1,083,503	1,875,847	0	13,443,669	13,371,373	0.54
Warfield, MO	194,474	0	0	0	0	0	0	194,474	186,104	4.50
Watervliet Aresenal, NY	1,132,777	0	0	0	0	13,301	0	1,146,078	978,558	17.12
Westover AFB, MA	9,289,995	888,566	178,068	0	417,184	208,578	0	10,982,391	9,023,198	21.71
Wright-Patterson AFB, OH	33,927,824	2,265,664	1,881,574	1,318,338	3,475,713	629,659	99,314	43,598,064	40,025,304	8.93
Wurtsmith AFB, MI	9,239,009	1,404,402	216,243	213,648	908,387	377,124	87,849	12,446,662	11,864,078	4.91
Youngstown, OH	347,650	0	0	0	0	8,243	0	355,893	430,012	-17.24
Eastern Totals	**$751,887,319**	**$87,501,713**	**$33,798,278**	**$59,630,773**	**$123,271,137**	**$66,130,382**	**$2,984,855**	**$1,125,204,457**	**$1,038,389,071**	**8.36%**

AAFES Exchange Sales
(FY90)

AAFES sales for FY 90 are preliminary and unaudited.
Arithmetic differences may occur due to rounding.
Figures include contracted services.

Western Region

Market	Retail	Gasoline	Liquor	Food	Services	Vending	Theaters	Total FY90	Total FY89	Total Sales % Change 90 vs 89
Beale AFB, CA	12,107,759	2,911,614	239,930	1,420,534	1,589,598	328,539	62,181	18,660,128	17,393,773	7.28
Ft. Carson, CO	23,052,624	4,595,227	940,165	3,838,958	4,166,949	3,627,726	107,103	40,328,704	38,736,856	4.11
Castle AFB, IL	15,132,418	2,552,288	316,670	503,883	1,361,827	488,637	105,410	20,461,104	18,502,820	10.58
Camp Parks, CA	225,277	0	0	0	0	36,860	0	262,137	42,758	513.07
Davis-Monthan AFB, AZ	21,428,384	2,332,103	705,547	1,603,566	2,893,779	599,555	96,196	29,659,104	28,373,805	4.53
Ft. Douglas, UT	2,037,096	0	207,933	0	0	6,834	0	2,251,863	2,155,343	4.48
Dugway PG, UT	1,749,675	758,008	95,971	0	52,165	93,742	47,845	2,797,406	2,236,514	24.97
Edwards AFB, CA	17,786,416	4,326,717	319,592	4,502,519	3,020,285	991,733	153,368	31,100,592	28,016,745	11.01
Fairchild AFB, WA	15,395,970	2,110,229	631,385	1,272,795	1,812,795	744,302	86,209	22,053,648	20,561,190	7.26
F.E. Warren AFB, WY	5,293,483	1,505,402	148,540	947,795	808,237	415,479	45,750	9,164,686	8,961,959	2.26
Fitzsimmons AMC, CO	8,399,707	1,230,232	348,925	571,603	461,658	149,170	35,265	11,196,560	9,613,394	16.47
George AFB, CO	11,409,302	2,453,305	289,582	1,476,084	1,597,866	658,973	87,054	17,972,128	19,028,039	-5.55
Gila Bend AFAF, AZ	134,011	0	0	0	0	22,548	0	156,559	137,567	13.81
Gowen Field, ID	678,610	0	0	0	21,696	0	0	700,306	606,561	15.46
Camp Guernsey, WY	138,320	0	0	0	0	0	0	138,320	96,400	43.49
Hill AFB, UT	15,480,506	1,711,756	1,037,818	535,779	1,284,296	715,627	33,958	20,799,712	17,570,601	18.38
Ft. Huachuca, AZ	17,131,040	1,789,791	616,815	3,191,293	3,148,012	1,553,002	128,009	27,557,920	25,511,116	8.02
Indian Springs AFAF, NV	94,649	0	0	0	0	163,175	0	257,824	328,908	-21.61
Ft. Irwin, CA	13,539,395	2,261,160	276,390	3,654,621	3,018,915	2,346,231	156,577	25,253,264	21,051,842	19.96
Kingsley Field, OR	421,521	0	0	0	6,025	35,364	0	462,910	445,567	3.89
Ft. Lawton, WA	484,500	0	6,256	0	0	0	0	490,756	490,879	-0.03
Ft. Lewis, WA	57,432,800	8,967,685	1,746,849	9,076,073	13,095,707	6,739,510	202,808	97,261,392	88,112,853	10.38
Ft. Hunter-Liggett, CA	1,186,419	271,863	31,715	443,252	460,555	306,364	27,076	2,727,244	2,652,939	2.80
Los Alamitos AFRC, CA	5,903,393	746,303	0	222,390	378,357	206,957	0	7,457,400	6,604,510	12.91
Los Angeles AFB, CA	7,676,325	1,617,333	404,567	328,595	958,960	563,952	0	11,549,732	10,587,377	9.09
Lowery AFB, CO	31,962,128	3,480,706	864,556	2,544,372	5,421,940	3,824,406	89,410	48,187,504	44,086,105	9.30
Luke AFB, AZ	19,352,720	1,097,330	765,707	1,472,917	2,032,128	560,162	65,969	25,346,928	23,542,307	7.67
Malmstrom AFB, MT	6,285,186	1,048,210	238,365	823,618	1,510,921	407,806	46,192	10,360,298	10,030,542	3.29
March AFB, CA	24,497,712	5,134,926	705,324	1,865,366	1,871,565	27,023	56,069	34,157,840	31,404,588	8.77
Mather AFB, CA	23,451,680	1,848,613	451,877	543,887	1,968,902	469,524	66,525	28,800,976	27,098,349	6.28
McClellan AFB, CA	23,210,368	4,886,267	363,467	813,507	2,026,328	391,332	68,939	31,760,176	27,318,485	16.26
McChord AFB, CA	39,308,576	2,635,442	1,952,894	2,025,632	963,078	255,187	53,499	47,194,288	42,891,445	10.03
Lake Meade Annex, NV	124,778	0	0	0	0	97,329	0	222,107	107,143	107.30
Monterey, CA	4,186,173	0	50,651	857,970	6,845,610	0	81,304	12,021,708	10,263,650	17.13
Mountain Home AFB, ID	9,505,734	1,084,991	267,796	800,633	1,248,010	581,951	79,608	13,568,723	13,291,035	2.09
Nellis AFB, NV	28,189,792	2,412,248	469,318	2,742,864	4,221,375	620,490	94,361	38,750,416	36,454,222	6.30
Norton AFB, CA	21,838,368	5,273,358	539,331	2,595,916	3,398,103	1,634,968	80,010	35,360,016	31,925,461	10.76
Oakland AB, CA	663,349	530,551	201,069	239,656	0	98,596	0	1,733,221	1,693,289	2.36
Camp San Luis Obispo, CA	313,660	0	0	0	0	38,915	0	352,575	332,070	6.17
Onizuka AFB, CA	298,899	0	0	0	0	162,706	0	461,605	346,319	33.29
Ft. Ord, CA	48,529,888	10,895,536	841,935	6,858,213	4,035,020	6,338,416	401,250	77,900,240	68,783,485	13.25
Peterson AFB, CO	17,919,520	3,022,894	495,124	1,656,731	1,651,914	423,483	5,020	25,174,640	23,071,500	9.12
Presideo of S.F., CA	22,686,144	2,383,826	462,498	2,121,262	2,256,573	980,737	55,130	30,946,128	28,573,854	8.30
Pueblo Depot, CO	125,641	0	0	0	0	0	0	125,641	125,847	-0.16
Camp Roberts, CA	1,039,015	0	52	239,565	3,650	200,211	4,075	1,486,568	1,608,276	-7.57
Sacramento AD, CA	199,600	349,765	0	0	0	38,645	0	588,010	485,470	21.12
Sharpe AD, CA	575,023	0	0	0	0	7,389	0	582,412	515,411	13.00
Sierra AD,CA	678,549	0	19,499	135,369	0	10,340	19,411	863,168	909,226	-5.07
Travis AFB, CA	37,046,976	6,911,468	601,866	5,190,581	2,816,457	1,709,839	236,118	54,513,264	47,805,764	14.03
USAF Academy, CO	16,097,143	2,749,310	318,171	469,746	1,175,678	2,411,845	0	23,221,872	21,198,116	9.55
Vancouver Barracks, WA	2,454,671	0	123,924	0	35,181	0	0	2,613,776	2,247,538	16.30
Vandenberg AFB, CA	14,640,650	3,449,096	509,406	2,019,179	1,655,423	820,987	107,079	23,201,776	21,200,819	9.44
Williams AFB, AZ	8,969,872	1,105,132	305,805	319,305	868,018	462,479	49,702	12,080,313	12,248,972	-1.38
Yakima, WA	731,928	0	49,288	0	5,298	146,503	0	933,017	1,335,599	-30.14
Yuma Proving Ground, AZ	753,166	362,778	27,770	461,058	100,981	149,746	0	1,855,499	1,661,696	11.66
Western Totals	**$659,956,509**	**$102,803,363**	**$18,990,343**	**$70,387,087**	**$86,249,835**	**$43,665,295**	**$3,034,480**	**$985,086,104**	**$900,965,698**	**9.3%**

AAFES sales for FY90 are preliminary and unaudited.
Arithmetic differences may occur due to rounding.
Figures include contracted services.

AAFES Exchange Sales
(FY90)

Southern Region

Market	Retail	Gasoline	Liquor	Food	Services	Vending	Theaters	Total FY90	Total FY89	Total Sales % Change 90 vs 89
Ft. Benning, GA	50,267,888	4,965,113	1,931,564	6,508,807	12,895,397	10,119,737	352,958	87,041,424	86,892,333	0.17
Camp Blanding, FL	1,349,270	0	0	0	0	0	0	1,349,270	1,499,775	-10.04
Ft. Bragg, NC	70,647,296	9,606,540	4,277,167	10,238,561	10,944,343	12,159,752	160,964	118,034,608	107,363,979	9.94
Charleston AFB, SC	13,151,589	1,933,488	824,630	1,389,673	2,652,560	704,997	42,705	20,699,632	19,763,943	4.73
Columbus AFB, OH	4,392,187	99,961	335,848	81,194	663,576	291,403	22,540	5,886,709	5,517,441	6.69
Dobbins AFB,GA	2,795,190	0	304,835	0	0	26,029	0	3,126,054	2,959,811	5.62
Eglin AFB, FL	33,714,656	5,444,140	2,425,601	3,036,785	4,174,318	1,963,140	65,810	50,824,432	45,743,648	11.11
Ft. McClellan, AL	19,986,560	2,088,117	1,358,262	2,116,061	3,860,237	1,027,458	157,931	30,594,592	31,071,774	-1.54
Ft. Gillem, GA	11,955,691	0	1,351,429	294,114	42,932	235,806	0	13,879,972	13,360,100	3.89
Ft. Gordon, GA	27,973,068	3,498,723	1,479,880	4,665,014	7,798,153	6,902,832	181,439	52,499,104	49,375,575	6.33
Gulfport, MS	506,714	0	54	0	0	0	0	506,768	474,238	6.86
Gunter AFB, AL	3,851,902	1,052,100	645,793	0	0	0	17,934	5,567,729	4,520,041	23.18
Homestead AFB, FL	22,507,824	2,980,490	1,013,699	2,087,843	3,269,044	839,539	93,651	32,792,080	29,409,387	11.50
Hunter AAF, GA	9,748,550	350,851	678,982	308,310	3,246,488	968,026	21,645	15,322,852	14,385,469	6.52
Hurlburt Field, FL	5,850,587	1,200,527	0	63,597	243,474	153,363	25,409	7,536,957	7,006,131	7.58
Ft. Jackson, SC	38,431,808	1,853,318	2,112,342	2,131,350	9,206,742	7,663,302	222,171	61,621,008	61,128,812	0.81
KeeslerAFB, MS	31,061,472	3,735,064	1,190,469	1,850,820	6,100,072	2,842,977	255,040	47,035,904	44,445,587	5.83
MacDill, AFB, FL	36,899,920	2,346,342	2,675,054	2,435,448	3,695,258	1,270,293	24,038	49,346,320	45,444,351	8.59
Maxwell AFB,AL	23,762,368	3,209,536	1,706,238	1,714,353	3,176,868	1,068,592	27,777	34,665,728	31,656,048	9.51
Ft. McPherson, AL	4,676,175	979,144	979,629	526,299	1,561,568	446,608	0	9,369,443	8,823,239	6.19
Camp Frank D. Merrill, GA	157,917	0	28,692	0	0	0	0	186,609	165,624	12.67
Moody AFB, GA	7,675,457	1,393,004	436,249	253,472	946,035	425,952	24,734	11,154,903	10,263,114	8.69
Myrtle Beach AFB, SC	9,354,834	1,666,916	678,924	128,812	1,102,232	606,353	37,478	13,775,549	12,626,220	9.10
New Orleans, LA	526,064	0	0	0	0	0	0	526,064	472,432	11.35
Patrick AFB, FL	25,986,304	1,884,318	2,275,459	1,244,167	2,560,642	518,079	52,518	34,521,456	31,414,089	9.89
Redstone Asenal, AL	19,901,440	2,049,915	1,956,337	1,976,091	4,761,084	1,667,393	60,133	32,372,368	29,732,303	8.88
Robins AFB, GA	15,952,095	1,971,055	1,150,898	331,719	1,485,461	361,897	49,095	21,302,192	20,146,865	5.73
Ft. Rucker, AL	23,065,488	2,528,780	1,209,708	3,423,502	3,054,518	2,827,206	164,041	36,273,200	32,442,631	11.81
Seymour Johnson AFB, NC	10,096,414	1,404,288	708,253	108,680	1,643,419	773,673	78,317	14,813,044	14,259,561	3.88
Shaw AFB, SC	14,440,411	2,488,782	696,215	1,041,705	1,967,028	512,487	52,205	21,198,800	20,640,814	2.70
Camp Shelby, MS	3,809,545	0	0	48,316	0	209,834	45,383	4,113,078	3,029,237	35.78
Ft. Stewart, GA	28,246,512	2,988,414	1,004,532	4,661,224	6,769,037	3,912,555	245,205	47,827,440	43,421,738	10.15
Thomspon Filed, MS	1,247,014	0	0	0	0	0	0	1,247,014	1,134,838	9.88
Tyndall AFB, FL	13,113,425	1,870,695	784,642	1,351,442	1,428,443	833,599	84,250	19,466,448	18,161,166	7.19
Van Nuys ANG, LA	0	0	0	0	84,272	0	0	84,272	3,947	2,035.09
Vicksburg, MS	330,170	0	0	0	0	0	0	330,170	345,794	-4.52
Southern Totals	**$587,633,825**	**$65,589,621**	**$36,421,385**	**$54,017,359**	**$99,333,221**	**$61,332,882**	**$2,565,371**	**$906,893,193**	**$849,102,055**	**6.81%**

AAFES sales for FY 90 are preliminary and unaudited.
Arithmetic differences may occur due to rounding.
Figures include contracted services.

AAFES Exchange Sales
(FY90)

Europe Exchange Region

Market	Retail	Gasoline	Liquor	Food	Services	Vending	Theaters	Total FY90	Total FY89	Total Sales % Change 90 vs 89
Adana, Turkey	10,552,725	592,530	192,551	1,534,111	2,100,526	239,847	196,486	15,408,776	14,556,946	5.85
Alconbury, U.K.	14,694,362	2,391,875	358,243	2,561,224	626,840	652,506	113,040	21,398,064	19,729,501	8.46
Aliamanu	4,932,907	2,583,510	201,393	850,015	0	0	0	8,567,825	n/a	n/a
Amberg, GE	1,556,396	0	89,948	356,928	134,249	0	6,715	2,144,236	1,951,003	9.90

Market	Retail	Gasoline	Liquor	Food	Services	Vending	Theaters	Total FY90	Total FY89	Total Sales % Change 90 vs 89
Ankara, Turkey	5,320,505	264,350	177,108	839,155	2,250,266	116,345	25,185	8,992,914	7,641,598	17.68
Ansbach, GE	10,087,359	0	0	770,007	1,520,473	1,439,808	13,190	13,830,837	12,254,189	12.87
Aschaffenberg, GE	14,991,580	1,461,897	326,683	3,086,425	1,260,415	0	158,754	21,285,728	19,615,573	8.51
Athens, Greece	10,159,382	685,718	325,708	987,807	424,569	135,724	54,358	12,773,266	16,241,427	-21.35
Augsburg, GE	30,484,752	2,915,284	538,680	3,880,712	2,163,129	2,313,456	273,209	42,569,200	37,744,464	12.78
Aviano, Italy	12,122,251	0	278,324	1,959,319	508,731	359,667	139,262	15,367,554	13,120,787	17.12
Babenhausen, GE	5,072,858	0	181,832	1,762,430	358,861	0	79,259	7,455,240	6,195,631	20.33
Bad Aibing, GE	1,047,064	0	59,837	0	99,420	0	14,164	1,220,485	852,722	43.13
Bad Hersfeld, GE	2,884,080	31,444	104,044	443,603	111,978	0	50,126	3,625,275	3,340,804	8.52
Bad Kissingen, GE	2,230,633	479,275	139,705	874,868	361,127	64,888	75,508	4,226,004	4,023,175	5.04
Bad Kreuznach, GE	11,076,783	1,318,089	230,335	1,821,722	1,071,020	786,173	95,379	16,399,501	14,304,276	14.65
Bad Nuheim, GE	730,448	0	117,716	0	158,431	0	0	1,006,595	942,752	6.77
Bad Toelz, GE	1,744,498	0	88,490	0	139,972	0	11,362	1,984,322	2,197,943	-9.72
Bamberg, GE	24,018,176	1,837,337	469,051	4,667,292	1,802,620	1,405,601	270,476	34,470,512	30,251,326	13.95
Baumholder, GE	30,575,696	2,817,402	189,112	3,518,896	2,327,939	1,570,533	217,895	41,217,456	35,134,937	17.31
Bentwaters, U.K.	17,673,616	6,160,190	310,031	2,209,792	482,131	647,464	147,716	27,630,928	23,094,941	19.64
Berchtesgaden, GE	1,045,158	0	32,262	0	0	0	0	1,077,420	975,724	10.42
Berlin, GE	41,465,248	1,619,784	760,293	4,795,386	2,990,341	1,429,221	272,466	53,332,720	42,766,136	24.71
Bindlach, GE	2,233,655	0	110,537	0	95,577	0	3,340	2,443,109	2,395,851	1.97
Bitburg, GE	23,864,320	3,424,275	444,452	2,196,142	1,384,991	1,550,970	290,042	33,155,136	26,198,416	26.55
Boebling, GE	3,388,477	0	207,887	2,539,111	1,139,621	193,788	0	7,468,884	6,587,800	13.37
Bremerhaven, GE	14,945,084	1,330,891	298,602	1,362,017	1,252,180	1,860,575	143,019	21,192,336	17,605,781	20.37
Brindisi, Italy	7,767,113	0	132,149	966,182	368,637	365,881	104,668	9,704,630	8,694,480	11.62
Brussels, Belgium	1,280,082	0	0	207,162	0	0	0	1,487,244	1,307,603	13.74
Buedingen, GE	1,901,162	0	101,745	537,276	81,116	0	25,155	2,646,454	2,105,531	25.69
Bueren, GE	613,156	0	46,508	0	0	0	0	659,664	426,036	54.84
Butzbach, GE	1,864,356	0	0	0	134,702	53,947	36,380	2,089,385	2,049,171	1.96
Cak Makli	0	0	0	112,892	8,788	0	0	121,680	104,464	16.48
Chicksands, U.K.	5,488,427	725,073	130,784	525,639	305,887	9,335	32,701	7,217,846	6,805,647	6.06
Chievres, Belgium	12,321,998	0	0	820,797	709,889	339,690	93,817	14,286,191	12,626,844	13.14
Coleman, GE	4,081,137	0	0	1,926,656	62,109	0	71,375	6,141,277	5,499,563	11.67
Comiso, Italy	5,913,259	0	92,403	738,182	281,027	254,807	39,366	7,319,044	8,181,503	-10.54
Crailsheim, GE	2,592,913	0	72,161	24,274	198,705	0	13,521	2,901,574	2,904,828	-0.11
Crete	3,365,618	200,677	77,151	85,341	143,707	123,531	45,689	4,041,714	3,847,025	5.06
Croughton, U.K.	2,889,528	497,048	0	141,276	274	0	0	3,528,126	2,618,871	34.72
Daharan	39,250,864	-9465	0	2,367,931	2,036	0	0	41,611,344	n/a	n/a
Darmstadt, GE	17,268,080	1,950,805	449,021	1,851,453	1,188,622	1,905,699	166,035	24,779,680	22,261,114	11.31
Dexheim, GE	2,816,451	0	108,620	823,266	276,111	2,938	11,365	4,038,751	3,209,018	25.86
Diyarbak, Turkey	837,031	0	14,794	7,209	94,812	954	0	954,800	750,057	27.30
Echterdi	19,598	0	26,281	206,008	76,236	0	0	328,123	435,898	-24.72
Erlangen,GE	8,116,467	894,844	230,318	1,561,465	543,151	0	91,268	11,437,513	9,058,907	26.26
Erlensee, GE	2,797,687	0	2	1,814,691	0	0	0	4,612,380	4,315,217	6.89
Eschborn, GE	2,083,740	1,893,096	-157	0	58,566	0	0	4,035,245	3,919,003	2.97
Etlingen, GE	0	0	0	847,309	89,914	0	0	937,223	1,126,304	-16.79
EUROSUPP	0	0	0	0	17,085	0	46	17,131	n/a	n/a
Fairford, U.K.	2,502,872	587,611	101,775	155,049	80,135	52,093	9,104	3,488,639	6,014,731	-42.00
Feltwell, U.K.	8,198,214	0	0	0	88,199	0	0	8,286,413	8,040,329	3.06
Finthen, GE	699,565	0	0	0	101,938	2,645	0	804,148	819,548	-1.88
Fischbach, GE	264,541	0	1	74,107	37,393	0	0	376,042	364,348	3.21
Flensburg, GE	520,828	0	43,969	19,606	1,312	0	0	585,715	499,380	17.29
Florennes, Belgium	0	0	0	0	173,909	0	0	173,909	122,206	42.31
Frankfurt, GE	61,823,696	4,385,431	1,121,550	6,190,468	3,387,503	2,225,783	193,593	79,327,984	70,795,047	12.20
Freidburg,GE	9,101,630	0	186,024	883,373	466,636	36,769	108,521	10,782,953	9,652,169	11.72
Fuerth, GE	65,738,608	4,922,432	1,121,095	2,817,076	3,529,833	2,711,420	245,291	81,085,712	73,580,563	10.20
Fulda,GE	12,723,933	1,303,224	281,212	1,151,891	1,052,824	1,367,198	271,774	18,152,032	15,292,699	18.70
Garlstedt, GE	18,355,200	127	437,563	3,610,812	1,698,202	1,659	140,076	24,243,600	19,911,662	21.76
Garmisch, GE	4,177,495	0	114,342	0	77,179	0	0	4,369,016	4,107122	6.38
Geilnkra, GE	190,027	0	0	0	18,626	10,922	0	219,575	165,393	32.76
Gelnhausen, GE	6,245,423	9,398	206,082	868,923	378,853	0	41,373	7,750,052	7,245,011	6.97
Germersheim, GE	861,447	0	85,031	0	19,381	5,839	0	971,698	839,725	15.72

Market	Retail	Gasoline	Liquor	Food	Services	Vending	Theaters	Total FY90	Total FY89	Total Sales % Change 90 vs 89
Ghedibr, Italy	318,849	0	4,948	877,553	0	524,631	0	1,725,981	1,780,994	3.09
Giebelstadt, GE	2,346,314	0	120,707	1,545,004	334,591	0	11,545	4,358,161	3,207,836	35.86
Giessen, Italy	28,263,344	3,008,286	604,924	3,269,667	1,707,523	2,523,914	198,730	39,576,368	35,801,030	10.55
Goeppingen	5,828,797	698,738	159,043	885,469	319,181	55,760	82,941	8,029,929	8,485,497	-5.37
Gonsenheim, GE	3,963,685	0	0	627,517	202,185	13,910	0	4,807,297	3,751,297	28.15
Grafenworehr, GE	17,069,152	1,051,283	247,378	4,346,715	1,566,074	2,765,092	584,570	27,630,224	23,642,925	16.86
Greenham Com., U.K.	4,141,466	1,084,213	130,772	0	122,187	125,348	22,254	5,626,240	6,772,523	-16.93
Hahn AFB, GE	23,868,784	3,059,729	432,832	3,580,498	1,676,068	947,127	300,284	33,865,312	27,018,662	25.34
Hanau, GE	45,838,160	4,306,037	1,140,425	4,274,516	3,046,485	2,730,566	303,543	61,639,712	53,178,449	15.91
Heidelberg, GE	45,774,336	1,508,910	1,076,016	4,961,259	3,194,996	1,539,517	67,886	58,124,880	45,059,972	28.99
Heilbronn, GE	16,406,747	2,275,922	371,923	2,883,344	1,893,947	1,819,724	165,419	25,816,992	20,123,942	28.29
Herborns, GE	236,155	0	0	0	0	0	0	236,155	285,840	-17.38
Herzogen, GE	1,026,941	0	99,938	0	357,643	0	14,782	1,499,304	1,387,715	8.04
Highway Combi, U.K.	661,661	286,584	29,480	0	7,592	0	0	985,317	915,571	7.62
Hohenfels, GE	5,348,230	604,797	23,449	853,231	444,118	0	118,056	7,391,881	4,993,020	48.04
Illeshein, GE	4,608,247	626,426	123,562	37,800	128,181	0	77,830	5,602,046	6,490,956	-13.69
Izmir, Turkey	8,387,841	0	182,276	742,337	1,139,092	150,732	42,041	10,644,319	9,552,391	11.43
Kaiserslautern, GE	67,751,632	5,272,564	898,458	8,204,576	4,640,767	1,652,945	387,178	88,808,096	77,340,670	14.83
Karlsruhe, GE	18,457,168	1,758,824	446,664	1,406,233	1,484,592	31,472	113,274	23,678,208	17,951,383	31.90
Katterbach, GE	5,680,227	0	386,245	3,355,691	423,300	99,620	123,529	10,048,612	9,512,631	5.63
Kirchgoens, GE	5,411,155	1,136,770	298,004	1,534,304	594,396	145	103,466	9,078,240	8,564,682	6.00
Kitzengen, GE	16,700,685	1,727,980	335,367	3,163,605	1,112,767	0	205,967	23,246,336	19,209,603	21.07
Knielsin, GE	0	0	0	0	180,192	0	0	180,192	397,263	-54.64
Lakenheath, U.K.	35,337,088	4,050,890	432,085	3,751,392	1,075,285	1,346,821	134,910	46,128,448	36,853,516	25.17
Landstuh, GE	979,081	0	99,469	498,514	275,579	12,028	0	1,864,671	2,169,697	-14.06
Lindsey, GE	2,109,679	0	0	2,640,285	511,246	0	73,300	5,334,510	4,656,782	14.55
Livorno, Italy	7,411,756	0	152,958	917,909	248,214	249,079	44,142	9,024,058	7,302,653	23.57
Ludwigsburg, GE	4,432,432	480	184,511	665,716	176,130	0	136,751	5,596,020	6,829,752	-18.06
Mainz, GE	12,912,930	1,782,642	654,868	1,003,537	213,331	2,211,712	106,485	18,885,488	15,841,082	19.22
Mannheim, GE	36,469,552	3,706,922	909,253	5,673,228	3,084,134	1,662,450	329,482	51,834,992	43,119,334	20.21
Menwith Hill, U.K.	2,633,234	619,659	99,306	0	68,861	0	0	3,421,060	2,812,917	21.62
Miesau, GE	1,113,709	0	0	297,182	51,495	0	0	1,462,386	1,258,436	16.21
Milden Hall, U.K.	7,269,032	1,691,000	311,099	1,552,474	305,039	101,409	152,299	11,382,352	12,645,104	-9.99
Munchweigen, GE	439,983	0	25	2,097,186	35,551	0	0	2,572,745	2,336,392	10.12
Munich, GE	19,197,584	1,744,898	338,833	3,217,671	1,210,790	1,036,094	170,592	26,916,432	23,554,484	14.27
Nea Makri, Greece	296,418	17,910	0	0	3,010	0	0	317,338	807,148	-60.68
Neckarsulm, GE	269,246	0	0	254,528	50,598	0	0	574,372	807,986	-28.91
Nellinge	4,417,215	1,050,840	197,934	1,727,933	801,808	0	107,158	8,302,888	6,218,039	33.53
Neubruecken, GE	667,253	0	56,429	210,038	65,630	0	8,423	1,007,773	995,039	1.28
Neu Ulm, GE	13,043,465	1,007,913	336,940	2,072,719	585,939	210	137,467	17,184,640	16,523,553	4.00
Nuemburg, GE	1,760,129	3,480	0	2,833,002	142,025	0	79,146	4,817,782	4,387,749	9.80
Obersteim, GE	667,447	0	31,234	1,256,562	34,450	0	6,067	1,995,760	1,960,791	1.78
Oberurse, GE	298,510	38	0	1,353,769	30,656	0	0	1,682,973	1,523,070	10.50
Oldendorf, GE	2,864,767	0	68,606	0	33,597	28,678	0	2,995,648	2,011,579	48.92
Oslo, Norway	1,848,664	0	1,468	0	0	0	1,377	1,851,509	1,497,290	23.66
Pieri, GE	591,015	0	0	104,437	0	91,586	0	787,038	754,255	4.35
Pirmasens, GE	15,682,638	2,037,460	362,158	2,171,483	1,159,891	1,434,917	132,626	22,981,152	16,757,914	37.14
Ramstein AB, GE	55,270,688	5,712,281	953,719	7,826,621	4,063,161	1,459,542	497,561	75,783,536	62,740,558	20.79
Regensburg, GE	1,022,203	0	115,672	0	0	0	0	1,137,875		n/a
Rheinburg, GE	986,540	0	52,862	102,390	86,076	11,857	0	1,239,725	2,191,580	-43.43
Rhein Main, GE	37,829,920	3,722,035	789,227	5,247,318	2,801,699	1,365,007	405,252	52,160,432	45,754,978	14.00
Rimini, Italy	542,209	0	6,446	0	0	14,737	0	563,392	491,324	14.67
Riyadth	5,314,378	0	0	0	1,686	0	0	5,316,064	n/a	n/a
Riyahd	1,036,497	0	0	295,343	0	0	0	1,331,840	n/a	n/a
Sardinia, Italy	3,573,170	0	50,577	0	15,849	15,854	0	3,655,450	2,320,799	57.51
Schinnen, NL	13,210,805	37	185,537	972,107	333,800	72,520	8,309	14,783,115	12,087,684	22.30
Schwabach, GE	1,093,151	0	120,928	330,608	172,983	0	0	1,717,670	1,695,876	1.29
Schweinfurt, GE	29,842,640	1,656,526	553,931	4,282,272	1,681,173	1,389,364	116,671	39,522,560	32,071,321	23.23
Sembach AB, GE	7,959,577	2,387,401	260,476	1,691,441	1,005,183	26,675	240,631	13,571,384	9,982,840	35.95
Siegelbach, GE	303,318	0	0	0	26,420	0	0	329,738	264,607	24.61

Market	Retail	Gasoline	Liquor	Food	Services	Vending	Theaters	Total FY90	Total FY89	Total Sales % Change 90 vs 89
Sinop, Turkey	1,545,873	0	37,269	180,284	114,928	90,021	0	1,968,375	1,700,553	15.75
Soegel, GE	430,074	0	31,135	0	0	0	0	461,209	427,131	7.98
Soesterberg, NL	9,079,423	-20	236,815	417,636	506,146	659,731	40,403	10,940,134	9,352,053	16.98
Spangdahlem AB, GE	19,074,672	2,957,957	364,772	2,260,082	954,834	67,076	190,048	25,869,440	21,224,716	21.88
Stuttgart	53,374,576	2,046,520	389,675	4,941,916	3,773,665	1,204,120	163,050	65,893,488	57,675,239	14.25
Torrejon, Spain	25,633,328	2,116,887	373,729	3,170,896	4,023,748	1,057,181	232,664	36,608,400	35,145,022	4.16
Upper Heyford, U.K.	26,656,624	3,254,500	508,289	2,348,134	840,253	784,294	82,558	34,474,608	32,105,552	7.38
Upwood, U.K.	495,365	166,592	4,434	0	0	0	0	666,391	582,786	14.35
Vaihinge, U.K.	10,402,087	1,123,269	346,983	896,963	973,262	0	186,598	13,929,162	9,985,884	39.49
Vicenza, Italy	21,274,464	0	249,861	2,176,523	457,665	285,861	217,720	24,662,064	19,697,637	25.20
Vilseck, GE	17,906,320	1,539,187	315,838	5,586,058	833,245	5,133	181,502	26,367,232	17,966,961	46.75
Wackernheim, GE	942,566	0	0	0	134,184	5,934	0	1,082,684	921,669	17.47
Welford, U.K.	253,944	48,025	91	397,805	33,050	0	0	732,915	1,082,330	-32.28
Wertheim, GE	3,742,422	640,100	107,914	650,382	431,952	0	87,912	5,660,682	5,230,401	8.23
Wethersfield, U.K.	349,763	116,505	30,408	0	8,781	0	2,786	508,243	1,428,886	-64.43
Wiesbaden, GE	39,750,416	2,604,888	1,011,896	1,516,032	3,923,953	312,181	451,996	49,571,344	47,162,766	5.11
Wildflecken, GE	10,674,323	1,140,294	248,910	2,143,865	626,649	18,764	0	14,852,805	13,111,630	13.28
Woodbridge, U.K.	1,307,686	0	0	0	13,817	0	0	1,321,503	1,273,265	3.79
Worms, GE	3,077,957	0	143,712	396,963	279,786	23,404	70,108	3,991,930	3,980,747	0.28
Wuerzburg, GE	35,668,496	2,774,780	506,788	4,763,516	2,233,015	2,260,152	272,807	48,499,520	36,077,148	34.43
Zaragoza, Spain	6,409,665	524,538	130,790	669,003	808,594	250,167	70,787	8,863,544	8,087,864	9.59
Zimforf, GE	1,491,950	0	0	1,642,093	308,734	184,736	0	3,627,513	3,476,426	4.35
Zweibruecken, GE	12,155,630	2,613,969	327,584	260,288	1,777,665	83,982	128,694	17,347,792	11,370,971	52.56
Totals	**$1,574,055,282**	**$130,541,618**	**$31,201,103**	**$210,368,699**	**$108,483,816**	**$59,061,456**	**$12,583,646**	**$2,126,294,426**	**$1,786,692,534**	**19.01%**

AAFES Exchange Sales

AAFES sales for FY 90 are preliminary and unaudited. Arithmetic differences may occur due to rounding. Figures include contracted services.

Pacific Exchange Region

Market	Retail	Gasoline	Liquor	Food	Services	Vending	Theaters	Total FY90	Total FY89	Total Sales % Change 90 vs 89
Albrook AB, Panama	12,082,850	0	631,450	1,069,012	1,772,094	2,318,718	0	17,874,112	17,466,505	2.33
Amador, Panama	933,344	315,385	145,483	0	0	0	59,142	1,453,354	1,050,248	38.38
Azores	12,544,985	510,953	347,750	1,906,995	1,767,931	278,854	141,503	17,498,944	14,654,576	19.41
Baguio, Philippines	899,177	0	17,928	0	0	0	0	917,105	1,132,119	-18.99
Bellows, HI	913,159	140,682	24,946	0	0	0	0	1,078,787	1,094,549	-1.44
Big Island, HI	2,713,409	12,079	18,071	106,682	1,578	526,058	0	3,377,877	3,465,532	-2.53
Camp Butler, Okinawa	39,360,128	3,284,210	0	6,461,148	3,978,553	0	513,415	53,597,424	38,630,287	38.74
Camp Akins, Korea	380,179	0	0	0	0	0	0	380,179	405,928	-6.34
Camp Ames, Korea	342,218	0	37,297	291,246	11,119	0	0	681,880	657,113	3.77
Camp Carrol, Korea	2,534,362	0	447,065	1,080,259	286,975	23,435	24,593	4,396,689	3,941,376	11.55
Camp Casey, Korea	20,550,224	470,035	1,306,999	6,997,566	13,328,872	36,632	101,041	42,791,344	37,847,340	13.06
Camp Castle, Korea	334,434	0	0	0	0	0	0	334,434	347,742	-3.83
Camp Coiner, Korea	718,711	0	0	1,171,771	0	0	40,557	1,931,039	2,332,259	-17.20
Camp Colbern, Korea	379,040	0	141,181	0	791	0	0	521,012	477,922	9.02
Camp Courtney, Korea	4,024,990	815,135	0	1,085,979	0	0	23,615	5,949,719	5,348,924	11.23
Camp Edward, Korea	1,592,829	0	0	0	0	0	1,115	1,593,944	1,441,179	10.60
Camp Essayo, Korea	1,788,621	0	25,336	0	0	0	563	1,814,520	1,787,007	1.54
Camp Fuji, Japan	251,759	0	0	0	15,423	0	0	267,182	n/a	n/a
Camp Garryo, Korea	940,169	0	0	0	0	0	0	940,169	755,232	24.49
Camp Greaves, Korea	3,546,802	0	0	282,817	0	0	11,380	3,840,999	3,118,692	23.16
Camp Hansen, Korea	7,549,059	0	0	3,691,007	0	0	380,407	11,620,473	9,832,065	18.19
Camp Henry, Korea	1,165,127	0	0	555,028	4,709,663	205,239	36,291	6,671,348	8,798,299	-24.17
Camp Hovey, Korea	2,157,639	0	487,158	1,386,357	114,514	0	24,998	4,170,666	4,007,726	4.07
Camp Howze, Korea	5,917,799	0	466,086	928,708	74,190	4,874	35,025	7,426,682	5,523,540	34.46

Market	Retail	Gasoline	Liquor	Food	Services	Vending	Theaters	Total FY90	Total FY89	Total Sales % Change 90 vs 89
Camp Humphrey, Korea	11,171,620	0	970,959	2,775,670	649,784	60,075	149,734	15,777,842	14,453,441	9.16
Camp Kinser, Okinawa	5,951,404	0	0	3,109,339	3,550	0	146,454	9,210,747	8,068,773	14.15
Camp Kyle, Korea	448,888	0	0	0	0	0	0	448,888	357,126	25.69
Camp Laguar, Korea	536,645	0	0	0	0	0	0	536,645	488,489	9.86
Camp Lester, Okinawa	8,153,470	0	0	825,850	9,757	5,214	0	8,994,291	10,961,775	-17.95
Camp Long, Korea	1,883,039	0	149,185	726,621	105,360	2,769	21,095	2,888,069	2,894,297	-0.22
Camp Market, Korea	525,855	0	376,323	0	116,710	0	0	1,018,888	830,289	22.71
Camp Mercer, Korea	619,514	0	246,236	0	546,981	8	0	1,412,739	1,394,117	1.34
Camp Page, Korea	1,123,551	0	106,774	0	65,000	3,458	14,726	1,313,509	1,480,894	-11.30
Camp Pelham, Korea	1,224,485	0	0	93,569	624,343	0	0	1,942,397	1,271,656	52.75
Camp Red Cloud, Korea	10,604,990	0	620,334	1,530,935	2,932,607	33,524	72,264	15,794,654	14,537,836	8.65
Camp Schwab, Okinawa	3,626,200	0	0	1,838,432	0	0	159,016	5,623,648	6,806,857	-17.38
Camp Shield	1,040,796	0	0	0	0	0	7,918	1,048,714	n/a	n/a
Camp Stanley, Korea	8,367,024	0	310,188	1,156,077	0	5,613	35,616	9,874,518	7,727,466	27.78
Camp Walker, Korea	8,228,475	0	533,002	2,019,976	190,309	0	0	10971762	12,260,866	-10.51
Camp Zama, Japan	14,185,511	409,620	521,135	2,784,449	496,833	371,273	39,065	18,807,856	19,479,689	-3.45
Clark AB, Philippines	36,931,056	879,957	670,222	7,382,087	5,803,600	1,127,719	380,049	53,174,672	57,576,845	-7.65
Clayton, Panama	4,314,652	1	322,378	1,935,445	4,807,173	374,027	203,359	11,957,035	14,918,426	-19.85
Clear AFB, AK	672,614	0	22,713	0	5,865	0	0	701,192	605,829	15.74
Concoli, Panama	294,902	0	0	0	0	0	0	294,902	427,268	-30.98
Corozal AB, Panama	25,023,984	9,385	349	1,169,295	615,960	0	0	26,818,944	25,902,594	3.54
Curnudu, Panama	969,493	2,795,072	0	0	0	0	0	3,764,565	3,605,473	4.41
Eielson AFB, AK	11,726,741	2,599,732	202,414	1,657,254	2,123,279	15,616	104,460	18,429,472	16,695,127	10.39
Elmendorf AFB, AK	35,969,520	3,604,419	504,822	3,424,998	8,604,260	1,674,200	81,247	53,863,440	48,847,149	10.27
First Brigade, Korea	250,778	0	0	0	0	0	0	250,778	442,163	-43.28
Futenma, Okinawa	2,901,888	0	0	1,380,139	0	4,623	74,035	4,360,685	1,885,304	131.30
Ft. Davis, Panama	4,034,653	430,984	69,574	1,119,002	270,415	0	91,388	6,016,016	5,814,046	3.47
Ft. Greely, AK	2377026	258306	59829	340480	29681	90761	597717	3215800	2865221	12.24
Ft. Richardson, AK	13,165,456	2,127,373	392,560	2,248,273	883,611	82,433	83,296	18,982,976	17,842,196	6.39
Ft. Shafter, HI	9,877,949	2,512,594	224,267	433,964	135,429	34,722	2,627	13,221,552	13,532,869	-2.30
Ft. Sherman, Panama	669,968	0	0	0	0	116,864	9,966	796,818	1,079,804	-26.21
Ft. Wainwright, AK	23,262,608	2,469,842	393,793	2,248,443	2,721,675	1,604,081	66,190	32,766,592	24,347,139	34.58
Galena AP, AK	759,400	0	30,102	0	0	0	0	789,502	730,205	8.12
Guam	26,092,640	1,749,794	383,710	2,812,512	1,344,656	701,643	133,979	33,218,912	36,681,328	-9.44
Halekoa	6,003,240	0	271,728	0	0	0	0	6,274,968	n/a	n/a
Hickam, HI	62,110,304	5,750,032	634,655	5,510,906	6,907,931	1,603,519	158,156	82,675,360	91,427,938	-9.57
Honduras	6,180,098	0	3,904	32,004	40,033	50,459	0	6,306,498	6,216,354	1.45
Howard AB, Panama	8,393,105	1,020,576	379,527	1,341,119	1,458,356	6,435	343,805	12,942,923	14,066,753	-7.99
HQ Over	99,474	0	0	50,578	0	0	0	150,052	n/a	n/a
Johnston Island	2,462,452	0	0	0	120,547	0	0	2,582,999	2,106,326	22.63
K2, Korea	1,751,605	0	126,767	343,204	0	1,229,751	13,823	3,465,150	1,936,980	78.89
Kadena, Korea	54,905,424	5,108,020	781,718	11,246,133	2,337,390	0	451,220	74,829,888	76,973,971	-2.79
King Salmon AP, AK	711,277	0	29,572	0	0	0	0	740,849	777,661	-4.73
Kobbe	354,876	0	0	610,723	0	0	0	965,599	n/a	n/a
Korea Center, Korea	832,688	0	0	0	0	0	0	832,688	789,560	5.46
Korea Th, Korea	902,802	0	0	38,093	200,952	2,170,197	0	3,312,044	3,261,480	1.55
Korea Soe, Korea	0	0	0	439,155	0	0	0	439,155	n/a	n/a
Kunsan AB, Korea	7,011,814	173,151	612,114	1,241,726	2,901,758	767,437	116,496	12,824,496	12,933,884	-0.85
Kwanju, Korea	558,586	0	43,486	201,493	46,032	2,061	0	851,658	1,283,670	-33.65
Maui, HI	700,966	0	8,272	0	0	0	0	709,238	n/a/	n/a
Misawa, Japan	24,862,272	0	339,381	5,723,137	2,223,639	1,168,507	243,564	34,560,464	36,358,864	-4.95
Okinawa	0	0	0	185,987	7,937,114	7,759,867	0	15,882,968	34,850,301	-54.43
Osan, Korea	18,070,912	0	2,383,820	5,980,859	10,625,417	2,159,507	333,543	39,554,032	38,930,228	1.60
Panama	0	0	0	0	0	66,855	0	66,855	4,183,566	-98.40
Puerto Rico	46,188,272	1,973,090	3,491,936	1,405,250	2,029,808	256,150	0	55,344,496	52,384,777	5.65
Pusan, Korea	4,828,237	0	264,789	1,010,539	1,055,499	24,718	12,594	7,196,376	6,929,180	3.86
Puerto Rico	46,188,272	1,973,090	3,491,936	1,405,250	2,029,808	256,150	0	55,344,496	52,384,777	5.65
Quarry, Panama	436,760	0	3,835	0	0	0	17,616	458,211	443,995	3.20
RC4, Korea	1,632,069	0	0	0	0	0	0	1,632,069	1,391,513	17.29
Sagamiha	138,372	276,776	27,492	123,517	0	0	33,750	599,907	n/a	n/a

Market	Retail	Gasoline	Liquor	Food	Services	Vending	Theaters	Total FY90	Total FY89	Total Sales % Change 90 vs 89
Samoa	2,286,725	0	64,045	0	0	0	0	2,350,770	1,689,607	39.13
Schofield Barracks, HI	53,155,904	9,027,505	912,594	7,063,773	13,943,476	5,377,803	171,076	89,652,096	83,372,807	7.53
Shemya AFB, AK	1,717,329	0	70,981	381,747	2,354,921	52,877	0	4,577,855	5,498,013	-16.74
Sondrestrom AB, Greenland	1,600,660	0	98,153	0	400,055	0	0	2,098,888	2,353,959	-10.84
Suwon, Korea	1,861,051	0	75,486	112,233	0	0	0	2,048,770	2,470,490	-17.07
Thailand	2,187,350	0	0	165,135	341,021	637	0	2,694,143	2,749,540	-2.01
Thule AFB, Greenland	3,407,325	0	290,688	0	1,139,013	0	25,717	4,862,743	4,796,279	1.39
Tori Station, Okinawa	646,878	0	59,817	753,446	0	0	11,182	1,471,323	1,428,894	2.97
Tripler, HI	603,842	0	0	757,252	198,752	0	0	1,559,846	1,508,369	3.41
Wallace, Philippines	0	0	0	64,072	9,512	0	0	73,584	427,222	-82.78
Wheeler, HI	1,760,404	704,381	137,208	708,032	257,163	0	0	3,567,188	2,235,381	59.58
Yokosuka	0	0	0	440,504	0	0	0	440,504	558,546	-21.13
Yokota, Japan	32,744,160	2,024,372	624,596	8,027,549	2,418,411	1,460,423	282,400	47,601,872	47,720,585	-0.25
Yongsan, Korea	44,526,800	0	3,522,987	12,907,414	21,605,808	2,011,473	277,321	84,851,792	91,006,086	-6.76
Totals	**842,430,154**	**53,426,551**	**29,959,106**	**138,298,215**	**141,730,857**	**36,147,259**	**6,360,109**	**1,247,813,715**	**1,228,376,293**	**1.58%**

AAFES Totals

AAFES sales for FY 90 are preliminary and unaudited. Arithmetic differences may occur due to rounding. Figures include contracted services.

	Retail	Gasoline	Liquor	Food	Services	Vending	Theaters	Total 90	Total $ Sales FY89	Total Sales %Change 90 vs 89
CONUS	2,751,484,523	340,742,758	115,463,022	253,924,358	456,587,743	251,711,526	12,155,366	4,182,066,813	3,858,474,309	8.39
Overseas	2,414,643,145	183,950,259	61,122,940	348,373,738	250,087,947	95,118,694	18,943,755	3,372,240,478	2,965,861,278	13.70
Worldwide	**$5,166,127,668**	$524,693,017	**$176,585,962**	**$602,298,096**	**$706,675,690**	**$346,830,220**	**$31,099,121**	**$7,554,307,291**	**$6,824,335,587**	**10.70%**

Coast Guard Exchange Sales
(FY90)

Coast Guard Cutters

Store	Retail	Package Stores	Services* & Other	Total Sales FY90	Total Sales FY89	Total Sales % Change 90 vs. 89
Coast Guard Cutters	219,513	0	52,642	$272,155	$333,511	-18.40

CONUS

AL:	Mobile (Base), AL	$1,503,014	$501,916	$475,326	$2,480,256	$2,223,089	11.57
	Mobile, AL	1,299,701	434,995	5,171,796	6,906,494	6,953,682	-0.68
CA:	Almeda, CA	1,381,279	41,430	333,255	1,755,964	1,435,497	22.32
	Humboldt Bay, CA	200,123	5,487	0	205,610	299,304	-31.30
	Petaluma, CA	916,776	46,408	547,065	1,510,251	1,288,122	17.24
	San Diego, CA	66,203	5,532	0	71,736	68,077	5.37
	San Pedro, CA	347,289	0	15,934	363,224	288,128	26.06
CT:	Coast Guard Academy	4,594,623	454,547	1,016,417	6,065,587	5,958,629	1.80
	Long Island Sound	926,656	0	0	926,656	770,324	20.29
FL:	Clearwater, FL	1,724,253	468,661	25,536	2,218,451	1,631,602	35.97
	Mayport, FL	1,156,677	167,066	12,018	1,335,763	1,166,128	14.55
	Miami, FL	4,978,394	1,756,977	1,343,319	8,078,692	7,894,433	2.33
	St. Petersburg, FL	2,577,851	2,427,936	2,347,121	7,352,909	6,794,680	8.22
LA:	New Orleans, LA	376,933	7,822	53,319	438,075	490,287	-10.65
MA:	Boston, MA	1,560,748	184,751	225,817	1,971,317	1,816,670	8.51
	Cape Cod, MA	5,539,910	641,180	6,315,952	12,497,043	11,851,592	5.45
MD:	Coast Guard Yard, MD	364,932	31,612	162,802	559,347	419,613	33.30
ME:	South Portland, ME	2,765,580	516,987	101,280	3,383,847	3,143,272	7.65
MI:	Grand Haven, MI	722,582	134,767	0	857,350	652,873	31.32
	Sault Ste. Marie, MI	241,630	25,938	0	267,568	223,374	19.79
	Traverse City, MI	574,023	100,213	18,016	692,253	706,991	-2.08
MO:	St. Louis, MO	439,396	0	44,532	483,929	494,411	-2.12
NC:	Elizabeth City, NC	2,732,091	297,881	318,564	3,348,537	2,770,079	20.88
NJ:	Cape May, NJ	3,444,313	141,645	622,565	4,208,523	3,763,480	11.83
NY:	Brooklyn, NY	4,971,806	1,273,585	76,105	6,321,496	5,425,087	16.52
	New York, NY	3,818,383	2,661,729	931,787	7,411,899	7,086,942	4.59
OH:	North Coast Exch, OH	3,223,600	2,890,981	2,113,296	8,227,878	7,491,404	9.83
OR:	Astoria, OR	2,148,556	0	272,398	2,420,955	2,208,365	9.63
	North Bend, OR	705,623	80,981	231,497	1,018,102	979,724	3.92
PA:	Philadelphia, PA	680,732	0	0	680,732	413,021	64.82
SC:	Fort Macon, SC	55,577	0	18,508	74,086	91,944	-19.42
	Charleston, SC	1,050,716	711,695	37,574	1,799,985	1,344,830	33.84
TX:	Galveston, TX	618,219	29,331	55,557	703,107	569,323	23.50
	Houston, TX	55,844	0	0	55,844	53,792	3.81
VA:	Portsmouth, VA	983,266	157,941	249,069	1,390,277	1,337,282	3.96
	Yorktown, VA	1,870,590	287,866	938,508	3,096,965	2,464,754	25.65
WA:	Port Angeles, WA	825,282	300,588	137,327	1,263,199	1,097,902	15.06
	Seattle, WA	1,583,142	646,708	47,445	2,277,296	2,167,471	5.07
WI:	Milwaukee, WI	216,498	0	7,306	223,805	182,021	22.96
CONUS Totals		**$63,242,827**	**$17,435,169**	**$24,267,024**	**$104,945,021**	**$96,018,199**	**9.30**

Note: U.S. Coast Guard Retail activities include grocery and exchange sales. Services & Other activities include gas stations, clubs and miscellaneous sales.

Coast Guard Exchange Sales
(FY90)

Overseas

Alaska	Retail	Package Stores	Services' & Other	Total Sales FY90	Total Sales FY89	Total Sale % Change 90 vs. 89
Ketchikan, AK	607,464	57,991	35,139	700,594	702,862	-0.03
Kodiak, AK	5,780,908	118,395	1,734,005	7,633,307	7,597,836	0.05
Sitka, Ak	346,627	27,016	40,882	414,525	419,221	-0.11
Alaska Totals	**6,734,998**	**203,402**	**1,810,026**	**8,748,426**	**8,719,919**	**0.03**
Hawaii						
Barbers Point, HI	0	0	177,323	177,323	178,638	-0.07
Honolulu	4,222,619	2,033,378	2,056,242	8,312,238	7,374,201	1.27
Hawaii Totals	**4,222,619**	**2,033,378**	**2,233,565**	**8,489,561**	**7,552,839**	**1.24**
Italy						
Lampedusa	20,210	0	9,861	30,071	26,674	1.27
Sellia Marina	33,027	0	0	33,027	38,973	-1.53
Italy Totals	**53,237**	**0**	**9,861**	**63,099**	**65,647**	**-0.39**
Puerto Rico						
Borinquen	2,131,482	1,717,846	2,411,134	6,260,462	5,892,917	0.62
San Juan	1,759,557	1,250,055	0	3,009,612	3,096,343	-0.28
Puerto Rico Totals	**3,891,039**	**2,967,902**	**2,411,134**	**9,270,075**	**8,989,260**	**0.31**
Spain						
Estaritt	32,429	0	0	32,429	31,272	3.7
Turkey						
Kargabarun	14,725	0	0	14,725	10,283	43.2
Overseas Total	**14,949,046**	**5,204,681**	**6,464,587**	**26,618,314**	**25,369,220**	**4.9**

Coast Guard Totals
(FY90)

	Retail	Package Stores	Services' & Other	Total Sales FY90	Total Sales FY89	Total Sale % Change 90 vs 89
CONUS	63,242,827	17,435,169	24,267,025	104,945,021	96,018,199	9.30
Overseas	14,949,046	5,204,681	6,464,587	26,618,314	25,369,220	4.92
Coast Guard Cutters	219,513	0	52,643	$272,155	$333,511	-18.40
Worldwide	**$78,411,386**	**$22,639,850**	**$30,784,255**	**$131,835,491**	**$121,720,930**	**8.31%**

Marine Corps Exchange Sales
(FY90)

CONUS

Store	Retail Direct	Retail Indirect	Total Retail Sales	Services Direct	Services Indirect	Total Services Sales	Total Retail & Services	Total $ Sales FY89	Total Sales % Change 90 vs89
Albany, GA	5,156,400	0	5,156,400	465,032	282,314	747,347	5,903,747	5,452,607	8.27
Barstow, CA	1,981,138	0	1,981,138	68,089	308,033	376,121	2,357,259	2,126,078	10.87
Beaufort, SC	4,897,006	0	4,897,006	17,311	779,619	796,931	5,693,937	5,889,091	-3.31
Camp Elmore, VA	4,780,017	0	4,780,017	363,893	258,731	622,624	5,402,641	5,282,293	2.28
Camp Lejeune, CA	55,953,533	206,358	56,159,891	9,952,946	3,771,868	13,724,814	69,884,705	65,352,767	6.93
Camp Pendleton, CA	69,100,666	22,481	69,123,146	5,943,457	4,305,792	10,249,249	79,372,395	75,071,541	5.73
Cherry Point, NC	18,099,030	162,189	18,261,219	2,769,352	1,446,864	4,216,216	22,477,435	22,652,818	-0.77
El Toro, CA	33,427,548	0	33,427,548	2,772,258	1,065,157	3,837,415	37,264,963	40,495,937	-7.98
Henderson Hall, VA	22,440,280	116,619	22,556,899	53,842	808,587	862,430	23,419,329	22,197,787	5.50
New River, NC	31,185	0	31,185	505,238	941,927	1,447,165	1,478,350	849,678	73.99
Parris Island, SC	19,194,924	0	19,194,924	2,535,140	1,548,695	4,083,835	23,278,759	22,656,278	2.75
Quantico, VA	39,091,843	561,359	39,653,202	2,003,479	1,415,904	3,419,383	43,072,585	44,533,780	-3.28
San Diego, CA	32,776,944	0	32,776,944	279,372	2,830,492	3,109,864	35,886,808	34,121,201	5.17
Twentynine Palms, CA	19,915,487	0	19,915,487	1,628,578	819,296	2,447,874	22,363,361	21,960,352	1.84
Yuma, AZ	7,682,786	0	7,682,786	846,359	1,028,830	1,875,189	9,557,975	9,278,885	3.01
CONUS Totals	**$334,528,787**	**$1,069,006**	**$335,597,793**	**$30,204,348**	**$21,612,109**	**$51,816,457**	**$387,414,250**	**$377,921,092**	**2.51%**

OVERSEAS

Store	Retail Direct	Retail Indirect	Total Retail Sales	Services Direct	Services Indirect	Total Services Sales	Total Retail & Services	Total $ Sales FY89	Total Sales % Change 90 vs89
Camp Butler	3,764,360	0	3,764,360	0	0	0	3,764,360	3,330,904	13.01
Camp Smith, HI	183,469	0	183,469	5,155	65,419	70,574	254,043	34,664	632.87
Guantanamo Bay, Cuba	3,893,170	32,888	3,926,058	92,557	114,778	207,335	4,133,393	4,156,442	-0.55
Iwakuni, Japan	10,586,431	1,079,637	11,666,068	791,476	2,183,596	2,975,072	14,641,139	16,440,103	-10.94
Kaneohe, HI	28,887,368	1,170,410	30,057,779	2,548,199	2,333,913	4,882,112	34,939,891	35,755,890	-2.28
Panama	3,789,556	806,209	4,595,765	0	659,949	659,949	5,255,714	5,817,207	-9.65
Overseas Totals	**$51,104,353**	**$3,089,144**	**$54,193,497**	**$3,437,387**	**$5,357,656**	**$8,795,042**	**$62,988,540**	**$65,535,210**	**-3.89%**

Marine Corps Totals

Store	Retail Direct	Retail Indirect	Total Retail Sales	Services Direct	Services Indirect	Total Services Sales	Total Retail & Services	Total $ Sales FY89	Total Sales % Change 90 vs89
CONUS	334,528,787	1,069,006	335,597,793	30,204,348	21,612,109	51,816,457	387,414,250	377,921,092	2.51
Overseas	51,104,353	3,089,144	54,193,497	3,437,387	5,357,656	8,795,042	62,988,540	65,535,211	-3.89
Worldwide Totals	**$385,633,140**	**$4,158,150**	**$389,791,290**	**$33,641,735**	**$26,969,765**	**$60,611,499**	**$450,402,790**	**$443,466,303**	**1.57%**

Navy Exchange Sales
(FY90)

Summary of Sales by Retail Department

Department	CONUS	Overseas	Worldwide	FY89 Sales	% Change 90 vs 89
Candy & Confections/A-1	12,366,975	5,944,729	18,311,704	17,958,660	1.97
Tobacco & Smoking Accessories/A-2	106,571,957	17,102,270	123,674,228	114,568,774	7.95
Convenience Foods/A-4	39,267,643	23,929,324	63,196,967	60,172,735	5.03
Beverages (Beer and Soda)/A-6	64,872,092	40,393,010	105,265,102	98,536,908	6.83
Film & Accessories/A-7	6,104,624	2,817,462	8,922,086	9,127,040	-2.25
Records & Tapes/A-8	17,400,273	19,563,174	36,963,448	32,337,101	14.31
Distilled Spirits and Wine/A-9	66,146,103	13,781,895	79,927,999	75,434,175	5.96
Cameras & Photo Equipment/B-1	7,944,856	5,592,524	13,537,381	13,954,964	-2.99
Housewares/B-2	12,687,329	6,248,625	18,935,955	17,328,666	9.28
Sporting Goods/B-3	14,222,954	8,352,504	22,575,459	20,281,391	11.31
Electrical Appliances/B-4	23,347,065	18,572,506	41,919,571	38,943,983	7.64
Consumer Electronics/B-5	69,697,922	62,624,779	132,322,702	115,327,419	14.74
All B Departments*/B-6	0	2,467,142	2,467,142	1,835,735	34.40
Home Office/B-7	16,748,574	8,734,819	25,483,394	25,324,974	0.63
Home Furnishings & Giftware/B-8	18,459,746	16,068,617	34,528,363	32,644,131	5.77
Furniture/B-9	8,608,247	23,476,181	32,084,428	30,586,855	4.90
Luggage & Leather Goods/C-1	10,239,288	3,272,810	13,512,098	12,991,941	4.00
Stationery/C-2	10,551,957	3,437,328	13,989,285	13,527,981	3.41
Party Goods & Greeting Cards/C-3	11,280,498	5,181,812	16,462,311	15,399,313	6.90
Hardware & Pet Supplies/C-4	15,979,638	4,716,010	20,695,649	19,971,922	3.62
Toys & Wheel Goods/C-5	16,573,035	11,796,810	28,369,845	25,469,479	11.39
All C Departments*/C-6	1,411,794	172,279	1,584,074	1,326,002	19.46
Books & Periodicals/C-7	13,956,586	5,166,937	19,123,523	19,278,451	-0.80
Auto Accessories/C-8	21,134,108	8,728,251	29,862,360	29,892,235	-0.10
Garden Supplies & Outdoor Living/C-9	23,689,192	6,364,331	30,053,524	29,192,269	2.95
Toiletries & Drugs/D-1	38,605,757	14,529,271	53,135,028	50,792,114	4.61
Jewelry/D-2	22,372,097	15,721,231	38,093,328	37,677,223	1.10
Household Supplies/D-3	13,748,238	6,563,129	20,311,368	18,208,295	11.55
Watches & Accessories/D-4	11,726,813	6,637,412	18,364,225	18,950,232	-3.09
Fragrances & Cosmetics/D-5	23,378,899	8,106,023	31,484,922	29,350,064	7.27
All D Department*/D-6	0	74,790	74,790	74,957	-0.22
Uniforms & Accessories/E-1	53,751,412	8,247,428	61,998,840	58,724,266	5.58
Men's Wear & Accessories/E-2	64,138,983	22,172,775	86,311,759	84,133,886	2.59
Intimate Apparel/E-3	20,334,193	6,503,203	26,837,397	25,312,226	6.03
Domestics/E-4	15,079,814	8,067,812	23,147,627	21,849,137	5.94
Infants and Toddler's Wear/E-5	13,654,956	6,110,448	19,765,404	18,323,694	7.87
All E Departments*/E-6	0	777,019	777,019	940,293	-17.36
Family Shoes/E-7	27,261,348	10,549,043	37,773,583	34,053,528	10.92
Women's Ready to Wear/E-8	34,298,403	13,022,951	47,321,354	45,408,699	4.21
Misc. Retail Departments*/E-9	1,439,277	1,458,882	2,898,160	2,510,464	15.44
Fabrics & Sewing Accessories/ F2	0	1,396,083	1,396,083	1,523,972	-8.39
Girls Wear/G1	9,180,835	3,088,608	12,269,444	11,126,390	10.27
Boys Wear/G2	8,657,434	3,115,011	11,772,445	11,248,903	4.65
Total Retail Sales	**$966,854,163**	**$460,647,230**	**$1,427,501,394**	**$1,341,621,446**	**6.40%**

* These figures represent sales recorded on a single departmental key at the cash register at smaller exchanges.
Note: Navy Exchange Sales for FY90 are preliminary and unaudited.

Navy Exchange Sales
(FY90)

Summary of Sales by Service Department

Department	CONUS	Overseas	Worldwide	FY89 Sales	% Change 90 vs 89
Barber Shop/J-1	11,762,954	2,720,502	14,483,457	13,811,971	4.86
Beauty Shop/J-2	2,397,620	1,893,810	4,291,430	3,870,829	10.87
Gasoline/Fuel/J-3	101,088,278	26,532,459	127,620,737	104,320,745	22.33
Auto Services & Labor/J-5	6,750,187	2,510,852	9,261,039	8,669,297	6.83
Optical/K-2	8,337,569	1,443,028	9,780,598	9,052,846	8.04
Flower Shop/K-3	8,231,403	2,708,400	10,939,804	9,479,683	15.40
Food Service/K-4	51,991,926	27,234,764	79,226,691	80,341,942	-1.39
Fast Food (NEX/Wendy's)	0	2,243,970	2,243,970	n/a	
Laundry Dry Cleaning/M-1	15,066,311	4,813,443	19,879,754	20,953,433	-5.12
Personalized Services/M-2	27,761,905	22,661,175	50,423,080	47,345,780	6.50
Vending Machines/M-3	68,209,075	18,603,553	86,812,629	87,435,766	-0.71
Amusement Machines/M-7	10,981,277	3,237,748	14,219,026	14,621,719	-2.75
Total Services	**$312,578,509**	**$116,603,709**	**$429,182,219**	**$399,904,011**	**7.32%**
Navy Lodges	$14,795,454	$5,462,215	$20,257,669	$15,604,619	29.82%
Retail Clothing/L1 (Navy Uniforms)	$23,752,326	$4,819,507	$28,571,833	$25,395,902	12.51%
Concession Sales	$107,569,405	$43,512,492	$151,081,898	$142,822,240	5.78%

Navy Exchange Sales
(FY90)

Auburn NEX

Base/post	Retail	Services	Concession	Total FY90	Total FY89	Total Sales % Change 90 vs 89
Bangor, WA	12,979,484	4,922,183	1,021,172	18,913,840	16,167,352	16.99
Bremerton, WA	12,025,965	3,037,888	26,109	15,089,963	13,878,551	8.73
Seattle, WA	18,946,133	2,118,955	26,010	21,091,098	20,572,118	2.52
Whidbey Island, WA	19,551,482	6,300,778	1,677,101	27,529,361	26,896,026	2.35
Auburn NEXCEN Totals	**$63,503,064**	**$16,379,804**	**$2,750,392**	**$82,624,262**	**$77,514,047**	**6.59%**

Corpus Christi Region

Base/post	Retail	Services	Concession	Total FY90	Total FY89	Total Sales % Change 90 vs 89
Beeville, TX	1,315,664	564,925	30,585	1,911,176	1,980,648	-3.51
Corpus Christi, TX	7,755,453	2,202,508	112,606	11,070,568	10,535,517	5.08
Kingsville, TX	1,336,000	560,059	50,004	1,946,064	1,948,389	-0.12
Corpus Christi Totals	**$10,407,117**	**$3,327,492**	**$193,195**	**$14,927,808**	**$14,464,554**	**3.20%**

Great Lakes Region

Base/post	Retail	Services	Concession	Total FY90	Total FY89	Total Sales % Change 90 vs 89
Crane, IL	336,498	229,385	3,093	568,976	517,593	9.93
Glenview, IL	1,391,006	694,962	57,535	2,143,504	2,035,016	5.33
Great Lakes (NH), IL	649,992	1,185,891	2,981	1,838,864	1,948,039	-5.60
Great Lakes (NTC), IL	28,739,129	18,101,510	5,092,958	52,933,597	56,789,380	-6.79
Great Lakes Totals	**$31,116,625**	**$20,211,748**	**$5,156,567**	**$57,484,943**	**$61,290,028**	**-6.21%**

Jacksonville NEXCEN

Base/post	Retail	Services	Concession	Total FY90	Total FY89	Total Sales % Change 90 vs 89
Athens, GA	2,295,519	460,263	12,385	2,768,168	2,587,562	6.96
Beaufort, SC	607,330	549,552	7,189	1,164,072	1,062,313	9.58
Cecil Field, FL	8,128,257	3,617,377	1,939,754	13,685,389	13,346,605	2.54
Charleston (NS/NB), SC	18,713,512	6,069,022	3,209,822	27,992,357	25,825,378	8.39
Charleston (NRMC), SC	289,509	353,461	30,015	672,986	625,349	7.62
Charleston (NWS), SC	8,282,430	2,561,678	1,336,841	12,180,950	10,559,866	15.35
Jacksonville, FL	35,047,054	9,110,305	2,737,383	46,894,744	43,183,547	8.59
Key West, FL	7,686,088	1,961,679	893,797	10,541,565	9,144,745	15.27
Kings Bay, GA	6,532,718	3,762,355	1,735,499	12,030,572	8,129,544	47.99
Mayport, FL	13,021,222	5,070,566	2,815,196	20,906,984	20,332,479	2.83
Marietta (Atlanta), GA	2,227,985	699,131	43,141	2,970,258	3,040,464	-2.31
Orlando, FL	53,271,682	16,046,688	3,289,555	72,608,125	74,014,352	-1.90
Jacksonville NEXCEN Totals	**$156,103,306**	**$50,262,277**	**$18,050,577**	**$224,416,170**	**$211,852,204**	**5.93%**

Norfolk, VA NEXCEN

Base/post	Retail	Services	Concession	Total FY90	Total FY89	Total Sales % Change 90 vs 89
Annapolis, Md	6,216,641	1,397,250	811,724	8,425,615	8,008,394	5.21
Arlington, VA	1,949,499	59,035	267,592	2,276,127	1,982,333	14.82
Bethesda, MD	13,272,658	4,790,342	2,707,885	20,770,887	18,576,956	11.81
Brooklyn, NY	375,241	7,137	0	382,378	1,004,131	-61.92
Brunswick, ME	8,966,586	2,274,612	823,355	12,064,554	10,848,657	11.21
Cheltenham, MD	787,709	53,338	0	841,048	848,910	-0.93
Chesapeake, VA	760,636	398,466	0	1,159,103	783,357	47.97
Colts Neck, NJ	1,040,021	325,307	0	1,365,329	1,135,850	20.20
Cutler, ME	387,033	62,424	0	449,458	448,482	0.22
Dahlgren, VA	705,167	878,762	0	1,583,930	1,475,603	7.34
Davisville, RI	1,376,325	16,309	0	1,392,635	1,364,658	2.05
Indian Head, MD	470,772	181,297	0	652,070	614,955	6.04
Lakehurst, NJ	2,731,795	501,537	1,925	3,235,258	3,649,488	-11.35
Little Creek, VA	34,299,375	5,565,846	1,352,227	41,217,448	45,070,087	-8.55
Mechanicsburg, PA	961,841	74,779	3,955	1,040,576	1,128,204	-7.77
Mitchel Field, NY	6,184,891	125,833	40,230	6,350,954	9,862,765	-35.61
New London, CT	27,753,404	7,901,362	2,290,644	37,945,410	36,558,357	3.79
Newport, RI	18,668,588	3,437,018	1,970,610	24,076,217	22,880,776	5.22
Norfolk (Naval Base), VA	51,328,145	23,432,956	9,250,668	84,011,970	73,679,178	14.02

Norfolk (NUMOC), VA	4,934,150	0	0	4,934,150	4,471,378	10.35
Norfolk (AFH), VA	1,051,852	813,068	0	1,864,920	2,260,049	-17.48
Patuxent River, MD	7,951,599	2,710,922	1,475,237	12,137,758	11,896,135	2.03
Philadelphia (NS), PA	15,229,877	4,582,072	2,811,754	22,623,704	20,195,277	12.02
Philadelphia (NH), PA	227,723	164,848	0	392,571	363,484	8.00
Philadelphia (ASO), PA	570,473	4,595	16,950	592,019	563,758	5.01
Portsmouth, NH	440,711	106,452	0	547,164	550,191	-0.55
Portsmouth (NNS), VA	8,423,231	3,269,511	208,434	11,901,177	10,983,330	8.36
Portsmouth (NH), VA	1,695,549	1,263,372	1,295,517	4,254,439	4,181,475	1.74
Scotia, NY	1,757,311	47,603	3,587	1,808,502	1,648,208	9.73
South Weymouth, MA	3,438,554	702,798	3,135	4,144,488	4,501,504	-7.93
Staten Island, NY	1,396,431	174,623	8,321	1,579,376	1,294,512	22.01
Sugar Grove, WV	296,190	60,450	0	356,641	320,624	11.23
Virginia Beach (Dam Neck), VA	3,238,631	2,546,856	1,312,723	7,098,212	7,919,771	-10.37
Virginia Beach (Oceana), VA	18,599,065	6,001,861	2,391,726	26,992,653	25,465,465	6.00
Warminster, PA	561,312	61,695	6,805	629,813	556,803	13.11
Washington (NYD), DC	866,363	2,570,915	837,404	4,274,683	3,670,592	16.46
Willow Grove, PA	5,257,630	528,485	18,029	5,804,145	5,773,103	0.54
Winter Harbor, ME	411,415	222,693	0	634,108	575,719	10.14
Yorktown, VA	1,324,077	881,859	0	2,205,936	2,415,562	-8.68
Norfolk NEXCEN Totals	**$255,928,471**	**$78,198,288**	**$29,910,637**	**$364,037,396**	**$349,526,081**	**4.15%**

Oakland NEXCEN

Base/post	Retail	Services	Concession	Total FY90	Total FY89	Total Sales % Change 90 vs 89
Almeda, CA	23,492,255	6,152,051	2,581,951	32,226,258	33,833,291	-4.75
Concod, CA	613,845	532,751	0	1,146,596	1,059,270	8.24
Fallon, NV	2,877,322	2,137,942	44,338	5,059,603	4,674,142	8.25
Ferndale, CA	166,565	109,825	0	276,390	244,449	13.07
Lemoore, CA	11,161,534	4,171,521	1,498,188	16,831,243	16,333,575	3.05
Mare Island, CA	10,416,089	4,341,804	1,335,409	16,093,303	17,370,386	-7.35
Moffett Field, CA	25,865,208	5,671,942	1,961,282	33,498,432	32,325,167	3.63
Monterey, CA	11,028,253	3,540,958	18,130	14,587,142	13,746,938	6.11
Novato, CA	6,845,889	2,297,963	48,929	9,192,782	9,090,093	1.13
Oakland (NH), CA	1,461,861	1,496,459	14,117	2,972,438	2,827,357	5.13
Oakland (NSC), CA	508,686	286,626	0	795,313	750,846	5.92
Skaggs Island, CA	103,517	122,615	820	226,953	262,203	-13.44
Stockton, CA	1,265,813	519,888	0	1,785,701	1,770,292	0.87
Treasure Island, CA	4,854,526	2,257,607	697,592	7,809,726	7,672,784	1.78
Oakland NEXCEN Totals	**$100,661,363**	**$33,639,952**	**$8,200,756**	**$142,501,880**	**$141,960,793**	**0.38%**

Pensacola Region

Base/post	Retail	Services	Concession	Total FY90	Total FY89	Total Sales % Change 90 vs 89
Dallas, TX	9,877,166	1,230,789	856,719	11,964,676	10,936,225	9.40
Gulfport, MS	5,325,393	2,546,055	825,409	8,696,858	8,314,220	4.60
Memphis, TN	26,745,760	9,924,062	3,687,097	40,356,919	40,281,245	0.19
Meridian, MS	4,667,012	2,044,220	891,193	7,602,426	7,789,181	-2.40
New Orleans, LA	10,414,371	3,225,171	561,916	14,201,459	12,133,757	17.04
Panama City, FL	1,600,626	167,514	75,882	1,844,022	1,667,697	10.57
Pasacagoula, MS	589,592	57,973	0	647,565	713,458	-9.24
Pensacola (NAS), FL	34,182,879	8,894,236	1,945,394	45,022,510	42,136,811	6.85
Pensacola (NTTC), FL	1,748,015	1,294,858	23,976	3,066,850	3,006,128	2.02
Whiting Field, FL	3,501,151	1,926,216	13,984	5,441,353	4,995,314	8.93
Pensacola Totals	**$98,651,965**	**$31,311,094**	**8,881,570**	**138,844,638**	**131,974,036**	**5.21%**

San Diego NEXCEN

Base/post	Retail	Services	Concession	Total FY90	Total FY89	Total Sales % Change 90 vs 89
China Lake, CA	2,665,442	1,633,873	17,401	4,316,717	4,234,458	1.94
Coronado, CA	4,052,642	2,895,363	1,609,264	8,557,270	8,094,390	5.72
El Centro, CA	1,175,054	509,837	0	1,684,891	1,754,905	-3.99
Imperial Beach, CA	11,337,712	3,976,186	67,886	15,381,786	14,122,521	8.92
Long Beach, CA	32,535,411	5,287,368	3,782,933	41,605,713	40,992,397	1.50
Miramar, CA	49,762,126	13,482,215	4,316,133	67,560,476	63,380,009	6.60
North Island, CA	20,771,118	9,966,457	5,326,853	36,064,429	35,408,024	1.85
Point Mugu, CA	4,994,255	2,630,918	1,631,390	9,256,534	8,836,890	4.75
Port Hueneme, CA	18,732,860	5,147,210	1,971,651	25,851,723	24,428,145	5.83
San Clemente, CA	341,893	58,432	0	400,326	311,076	28.69
San Diego (NMC), CA	2,575,083	1,170,627	2,329,724	6,075,435	5,961,554	1.91
San Diego (NS), CA	77,818,652	17,581,664	7,058,563	102,458,881	91,517,417	11.96
San Diego (NSB), CA	2,274,270	1,368,875	1,285,160	4,928,306	4,729,457	4.20
San Diego (NTC), CA	19,648,203	13,392,328	4,037,713	37,078,245	41,004,832	-9.58
San Diego NEXCEN Totals	**248,684,721**	**79,101,353**	**33,434,671**	**361,220,732**	**344,776,075**	**4.77**

Navy Exchange Sales

Overseas (FY90)

Alaska

Base/post	Retail	Services	Concession	Total FY90	Total FY89	Total Sales % Change 90 vs 89
Adak	$11,860,678	$2,866,320	$1,777,503	$16,504,501	$15,737,010	4.88%

Australia

Base/post	Retail	Services	Concession	Total FY90	Total FY89	Total Sales % Change 90 vs 89
Exmouth, West Australia	$1,589,155	$381,952	$0	$1,971,108	$1,784,690	10.45%

Bermuda

Base/post	Retail	Services	Concession	Total FY90	Total FY89	Total Sales % Change 90 vs 89
Bermuda (NAS)	$9,544,185	$1,228,723	$1,925,184	$12,698,093	$12,038,334	5.48%

Crete

Base/post	Retail	Services	Concession	Total FY90	Total FY89	Total Sales % Change 90 vs 89
Souda Bay	$644,271	$63,756	$8,815	$716,843	$609,769	17.56%

Cuba

Base/post	Retail	Services	Concession	Total FY90	Total FY89	Total Sales % Change 90 vs 89
Guantanamo Bay	$14,316,540	$4,483,923	$2,037,904	$20,983,328	$19,397,598	8.17%

Hawaii

Base/post	Retail	Services	Concession	Total FY 90	Total FY 89	Total Sales % Change 90 vs 89
Barbers Point	19,092,889	7,811,963	2,870,256	29,775,109	29,085,182	2.37
Honolulu	624,439	451,168	0	1,075,607	1,042,830	3.14
Kauai	1,574,326	314,799	0	1,889,125	1,662,687	13.62
Lualualei	312,309	245,174	0	557,484	524,435	6.30
Pearl Harbor	85,340,737	16,454,427	9,627,892	111,423,057	99,018,207	12.53
Hawaii Totals	**$106,944,700**	**$25,277,531**	**$12,498,148**	**$144,720,382**	**$131,333,341**	**10.19%**

Iceland

Base/post	Retail	Services	Concession	Total FY 90	Total FY 89	Total Sales % Change 90 vs 89
Keflavik	$15,579,998	$4,316,917	$165,357	$20,062,273	$19,415,432	3.33%

Italy

Base/post	Retail	Services	Concession	Total FY90	Total FY89	Total Sales % Change 90 vs 89
Gaeta	936,661	368,764	143,281	1,448,706	1,149,170	26.07
La Maddelena	2,365,100	351,989	44,099	2,761,188	2,384,738	15.79
Naples	28,126,287	6,218,723	3,841,263	38,186,274	34,631,221	10.27
Sigonella, Sicily	17,767,102	4,266,572	1,119,949	23,153,625	20,179,496	14.74
Italy Totals	**$49,195,150**	**$11,206,048**	**$5,148,592**	**$65,549,793**	**$58,344,625**	**12.35%**

Japan

Base/post	Retail	Services	Concession	Total FY90	Total FY89	Total Sales % Change 90 vs 89
Atsugi	10,831,280	3,149,794	1,856,075	15,819,150	14,772,654	7.08
Sanno Hotel	4,959,638	189,024	0	5,148,662	4,736,624	8.70
Sasebo	6,393,550	2,168,726	34,913	8,597,190	8,806,179	-2.37
Yokosuka	43,516,268	11,657,916	8,353,511	63,527,697	57,948,743	9.63
Japan Totals	**$65,682,736**	**$17,165,460**	**$10,244,499**	**$93,092,699**	**$86,264,200**	**7.92%**

Marianas Islands

Base/post	Retail	Services	Concession	Total FY90	Total FY89	Total Sales % Change 90 vs 89
Guam	$54,433,159	$12,291,185	$3,157,693	$69,882,038	$63,213,617	10.55%

Newfoundland

Base/post	Retail	Services	Concession	Total FY90	Total FY89	Total Sales % Change 90 vs 89
Argentia	$1,661,984	$564,366	$0	$2,208,350	$1,950,975	13.19%

New Zealand

Base/post	Retail	Services	Concession	Total FY90	Total FY89	Total Sales % Change 90 vs 89
Christchurch	$708,993	$32,769	$0	$741,763	$597,911	24.06%

Philippines

Base/post	Retail	Services	Concession	Total FY90	Total FY89	Total Sales % Change 90 vs 89
Cubi Point	6,011,414	3,146,697	87,335	9,245,447	7,288,419	26.85
San Miguel	1,748,556	614,240	849	2,363,646	2,354,563	0.39
Subic Bay	37,493,179	14,755,144	1,982,758	54,231,081	46,375,747	16.94
Philippines Total	**$45,253,149**	**$18,516,081**	**$2,070,942**	**$65,840,174**	**$56,018,729**	**17.53%**

Portugal

Base/post	Retail	Services	Concession	Total FY90	Total FY89	Total Sales % Change 90 vs 89
Lisbon	$716,499	0	0	$716,499	$748,980	-4.34%

Puerto Rico

Base/post	Retail	Services	Concession	Total FY 90	Total FY 89	Total Sales % Change 90 vs 89
Roosevelt Roads	30,085,943	6,884,121	2,200,811	39,170,876	29,833,242	31.30
Sabena Seca	2,813,492	427,726	0	3,241,219	3,059,296	5.95
Puerto Rico Totals	**$32,899,435**	**$7,311,847**	**$2,200,811**	**$42,412,095**	**$32,892,538**	**28.94**

Spain

Base/post	Retail	Services	Concession	Total FY90	Total FY89	Total Sales % Change 90 vs 89
Rota	$32,837,968	$8,099,753	$1,529,990	$42,467,711	$34,923,184	21.60%

United Kingdom

Base/post	Retail	Services	Concession	Total FY90	Total FY89	Total Sales % Change 90 vs 89
Brawdy, Wales	1,235,682	197,861	68,468	1,502,012	1,345,303	11.65
Edzell, Scotland	2,909,814	849,643	63,370	3,822,828	3,292,972	16.09
Holy Loch, Scotland	6,368,273	760,739	78,175	7,207,188	5,533,714	30.24
London, England	1,221,491	253,561	60,713	1,535,765	1,314,684	16.82
Machrihanish, Scotland	372,189	62,761	18,095	453,047	410,541	10.35
St. Mawgan, England	490,604	36,693	78,351	605,648	469,344	29.04
Thurso, Scotland	781,520	96,194	45,688	923,403	673,083	37.19
West Ruislip, England	4,056,010	557,607	133,697	4,747,316	3,790,519	25.24
United Kingdom Totals	**$17,435,583**	**$2,815,059**	**$546,557**	**$20,797,207**	**$16,830,160**	**23.57%**

West Indies

Base/post	Retail	Services	Concession	Total FY90	Total FY89	Total Sales %Change 90 vs 89
Antigua	817,714	146,457	0	964,172	808,899	19.19

Navy Totals

	Retail	Services	Concession	Total FY90	Total FY89	Total Sales % Change 90 vs 89
CONUS	966,854,163	312,578,509	107,569,405	1,387,002,077	1,334,068,388	3.97
Overseas	460,647,230	116,603,709	43,512,492	620,763,431	552,101,140	12.44
Worldwide	**$1,427,501,393**	**$429,182,218**	**$151,081,897**	**$2,007,765,508**	**$1,886,169,528**	6.45%